

# GRAIN DEALERS JOURNAL

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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

## AMARILLO, TEX.

Early Grain & Elvtr. Co., whol. grain, hay, seeds.  
Plains Grain Co., E. S. Blasdel, grain, field seeds.

## ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.\*

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.\*

## BALTIMORE, MD.

Chamber of Commerce Members.  
Blackburn & Co., C. P., grain recvrs., exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., gr'n receivers & expts.\*  
Gill & Fisher, receivers and shippers of grain.\*  
Hammond, Snyder & Co., Inc., receivers, expts.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Herzer & Son, Gustav, grain, seeds, hay.\*  
Jones & Co., H. C., grain and hay.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Robinson & Jackson, commission merchants.\*  
Steen & Bro., E., hay and grain.\*

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.  
Hasenwinkle Grain Co., grain brokers.  
O'Neill & Gyles, grain brokers.

## BOSTON, MASS.

Chamber of Commerce Members.  
Benzacqui, Matthew D., grain brokerage, com'n.\*  
Littlefield Co., Henry, commission merchants.  
McLean Alpine Co., The, grain and hay.\*  
Ranlet Co., The D. W., grain and mill feed.

## BOURBON, IND.

Delp Grain Co., E. E., grain and mill feed.

## BUFFALO, N. Y.

Corn Exchange Members.  
Alder-Stofer Grain Co., grain commission.\*  
Buffalo Cereal Co., grain.\*  
Burns Grain Co., grain commission.\*  
Churchill Grain & Seed Co., buyers, shippers.\*  
Eastern Grain Co., receivers & shippers of grain.\*  
Electric Elvtrs. & Mfg. Co., recvrs. and shippers.\*  
Harold, A. W., grain, barley a specialty.  
Heathfield & Co., Inc., W. G., strictly commission.  
Heinold, John G., grain and feed.  
H. O. Company, manufacturers of cereals.\*  
Irwin, Dudley M., barley.  
Lewis Grain Co., salvage & sample grade grain.  
Pierce, Geo. E., Wheeler elevators.\*  
Ratcliffe, S. M., consignments solicited.  
Seymour Grain Co., commission merchants.  
Townsend-Ward Co., grain commission.\*  
Urmston Grain Co., grain commission.\*

## BUSHNELL, ILL.

Cole, G. W., grain broker.

## CAIRO, ILL.

Board of Trade Members.  
Antrim & Co., H. S., receivers and shippers.\*  
Halliday Elevator Co., corn, oats.\*  
Hastings Co., Samuel, receivers and shippers.  
Magee Grain Co., grain.\*  
Thistlewood & Co., grain and hay.

## CEDAR RAPIDS, IA.

Cedar Rapids Grain Co., receivers and shippers.

## CHAMPAIGN, ILL.

Baldwin & Co., H. I., grain brokers.  
Edwards, A. H., grain broker.  
Johnson & Co., C. E., grain brokers.

## CHICAGO, ILL.

Board of Trade Members.  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commis'n merchants.\*  
Barrell & Co., Finley, grain, stocks, provisions.\*  
Bennett & Co., Jas. E., commission merchants.\*  
Brennan & Carden, grain and seeds.  
Carhart Code Harwood Co., grain commission.\*  
Cowan Co., W. S., commission, grain and seeds.  
Oughton & Lasier, grain commission.\*  
Delany, Frank J., grain commission.  
Dole & Co., J. H., grain and seeds.\*  
Fitch & Co., Walter, W. K. Mitchell, Mgr.\*  
Fraser Co., W. A., grain commission.\*  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., grain seeds.\*  
Hoyt & Co., Lowell, commission, grain and seeds.  
Hooper Grain Co., receivers, shippers.\*  
Lamson Bros. & Co., consignments solicited.\*  
McKenna & Rodgers, commission merchants.\*  
Merritt Co., W. H., grain, seeds.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*

## CHICAGO—Continued.

Nash-Wright Grain Co., grain, prov., seeds.\*  
Norris & Co., grain merchants.\*  
Nye & Jenks Gr. Co., commission merchants.  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Quaker Oats Co., buyers of grain.  
Quinn, Geo. B., grain commission.  
Bang & Co., Henry, grain commission.  
Re Qua Brothers, grain commission.\*  
Rogers & Bro., H. W., grain and seeds.  
Rogers Grain Co., buyers and shippers.\*  
Rosenbaum Bros., receivers, shippers.\*  
Rosenbaum Grain Co., J., receivers and shippers.\*  
Rothschild Co., D., barley and malt.  
Rothschild Co., The Moses, general grain com'n.  
Rumsey & Company, grain commission.\*  
Sawyers Grain Co., grain commission.\*  
Schiffman & Co., P. H., commission.\*  
Sincere & Co., Chas., N. Y. stocks, Chicago grain.  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., Clarence H., commission.  
Uptake Commission Co., grain commission.\*  
Vehon & Co., M. L., grain commission.\*  
Wagner Co., E. W., receivers and shippers.\*  
Ware & Leland, grain seeds.

## CINCINNATI, O.

Chamber of Commerce Members.  
Allen & Munson, grain, hay, flour.\*  
Blumenthal, Max, grain, barley a specialty.\*  
Cincinnati Grain Co., commission merchants.  
Collins & Co., grain commission.\*  
Fitzgerald Bros. Co., strictly commission.\*  
Gale Bros. Co., grain, hay, feed.\*  
Stafford Grain Co., grain and hay.  
Union Gr. & Hay Co., grain buyers & comm's'n.\*  
Van Luenen & Co., Paul, consignments.\*  
Whitcomb & Root, grain, hay, millfeed.

## CLEVELAND, O.

Abel Bros., hay, grain, feed.  
Bailey, E. I., grain and millfeed.\*  
Bennett, W. A., receivers grain, hay & millfeed.  
Cleveland Grain Co., The, receivers and shippers.\*  
Gates Elevator Co., receivers and shippers.  
Kemper, J. F., grain, hay and millfeed.  
Sheets Bros., Elvtr. Co., The, grain, hay, straw.  
Shepard, Clark & Co., grain, hay and straw.  
Star Elvtr. Co., receivers, grain, hay, straw.\*  
Strauss & Co., H. M., grain, seeds, hay, straw.\*

## COLORADO SPRINGS, COLO.

Seldomridge Grain Co., grain dealers.

## COLUMBUS, O.

Buckeye Grain & Mfg. Co., grain, hay & feed.

## CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.\*

## CUMBERLAND, MD.

Marley & Co., grain and hay distributors.

## DAVENPORT, IOWA.

Interior Grain Co., buyers and sellers of grain.

## DECATUR, ILL.

Conley, Quigley & Co., grain brokers.  
Kizer & Co., grain brokerage.  
Smith & Co., F. P., grain brokers.

## DENVER, COLO.

Board of Trade Members.  
Ady & Crowe Mercantile Co., grain, hay.\*  
Longmont Farmers Mill & Elvtr. Co., flour, grain.  
Scott, E. E., broker, grain, cottonseed, meal, bags.

## DES MOINES, IA.

Des Moines Elevator Co., receivers and shippers.  
Lockwood Grain Co., B. A., grain & millfeeds.\*  
Squires Grain Co., S. E., grain merchants.\*  
Taylor & Patton Co., buyers and shippers.\*  
Wright & McWhinney, grain com'n merchants.

## DETROIT, MICH.

Board of Trade Members.  
Dumont, Roberts & Co., receivers, shippers.\*  
H. M. Hobart & Son, grain, hay, millfeeds.\*  
Lapham & Co., J. S., recvrs. & shippers of grain.\*  
Caughy-Swift Company, grain buyers.\*  
Simmons & Co., F. J., grain, hay and straw.\*

## DULUTH, MINN.

Johnson-Olson Gr. Co., grain commission.

## FORT WAYNE, IND.

Egley-Doan Elvtr. Co., grain, hay and seeds.

## FORT WORTH, TEX.

Grain and Cotton Exchange Members.  
Dorsey Grain Co., receivers, shippers.  
King-Douglas, W., grain, feedstuff & brokerage.  
Kolp, E. R. & D. C., grain and seed dealers.\*  
Werner Wilkens Grain Co., receivers & shippers.

## FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

## GALVESTON, TEX.

Board of Trade Members.  
Fordtran, J. S., grain commission merchant.  
Jockusch, Davison & Co., grain, hay, exporters.  
Wisdrot Grain Co., wholesale grain eltr., facilities.

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## INDIANAPOLIS, IND.

Board of Trade Members.  
Boyd, Bert A., Indianapolis commission man.\*  
Capitol Grain Co., grain commission.  
Files-Thomson Co., field seeds & grain.  
Hoosier Grain Co., commission & brokerage.  
Jordan and Company, wholesale grain.  
Kinney Grain Co., H. E., receiver and shipper.\*  
Minor, B. B., grain consignments solicited.  
Mutual Grain Co., grain commission.\*  
Reliance Grain Co., recvrs. & ship's hay & grain.  
Shotwell & Co., C. A., grain, flour, feed.  
Witt, Frank A., grain commission & brokerage.

## JACKSON, MICH.

Stockbridge Elevator Co., grain, beans, hay.

## KANSAS CITY, MO.

Board of Trade Members.  
Barrett Grain Co., grain commission.  
Beach Grain Co., grain commission.\*  
Benton Grain Co., screenings and seeds.  
Clay Grain Co., F. B., grain commission.\*  
Croisdale Grain Co., grain commission.\*  
Davis & Co., A. C., grain commission.\*  
Deaton Kuhn Gr. Co., consignments.\*  
Ernst-Davis Grain Co., commission.\*  
Fisher Com. Co., E. D., grain commission.\*  
Fisher Gr. Co., C. V., receivers & shippers of gr.\*  
Fox-Miller Grain Co., receivers and shippers.  
Goffe & Carkner, recvrs. and shprs. of grain.\*  
Hinds Grain Co., The, receivers, shippers.  
Houston Carpenter Gr. Co., cash & futures, grain.  
Logan Bros. Grain Co., grain commission.\*  
Moffatt Commission Co., grain.\*  
Moore-Seaver Grain Co., receivers and shippers.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Morrison Grain Co., grain merchants.\*  
Nicholson Gr. Co., W. S., grain commission.\*  
Norris Grain Co., grain merchants and exporters.  
Roehen Grain Co., E. E., grain, flour, millfeed.\*  
Russell Grain Co., hay our specialty.  
Shannon Gr. Co., consignments solicited.\*  
Steele & Co., H. H., grain and seeds.\*  
Terminal Elevators, receivers, shippers.\*  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lynds Co., grain commission.\*

## KENTLAND, IND.

McCray, Morrison & Co., track buyers.\*

## KOKOMO, IND.

Dutchess, Owen A., grain broker & track buyer.  
Farnsworth, F. H., grain broker and track buyer.

## LA FAYETTE, IND.

Heinmiller, F. G., track buyer of grain.

## LITTLE ROCK, ARK.

Gordy Co., C. L., grain and millfeed brokers.

## LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Grain Co., recrs. & shprs. grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Edinger & Co., grain, hay, flour.  
Fruechtenicht, Henry, grain, mill products.  
Thomson & Co., W. A., corn, oats and rye.  
Verhoff & Co., H., receivers and shippers grain.\*  
Zorn & Co., S., grain.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.



## Directory of the Grain Trade

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### MEMPHIS, TENN.

#### Merchants Exchange Members.

Brown & Co., W. P., wholesale grain & hay.\*  
Buxton, E. E., broker and commission merchant.  
Clark, Burkle & Co., grain & hay dealers.  
Davis & Andrews Co., grain dealers.\*  
Horton & Co., J. R., grain & hay commission.  
Scruggs-Robinson Co., brokers & com. merchants.  
U. S. Feed Co., corn, oats, hay, consignments.  
Webb & Maury, grain and hay.\*  
Wyatt, E. W., grain, hay and millfeed broker.

### MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

### MERIDIAN, MISS.

McInnis, A. H., broker, gr., hay, cottonseed pdts.

### MIDDLE POINT, O.

Pollock Gr. Co., trk. byrs., ear corn, oats, straw.

### MILWAUKEE, WIS.

#### Chamber of Commerce Members.

Bartlett & Son Co., L., grain commission.\*  
Donahue-Stratton Co., grain dealers.\*  
Ellsworth, B. G., grain consignments.  
Hadden Co., E. G., grain commission mchts.\*  
Johnstone & Templeton, grain commission.  
Kamm Company, P. C., barley and rye.\*  
Lauer & Co., J. V., grain commission.  
Owen & Co., O. C., grain commission merchants.  
Owen & Brother Co., grain commission.  
Rankin & Co., M. G., shippers, corn, oats, barley.  
Rialto Elvtr. Co., grain receivers & shippers.  
Stacks & Kellogg, grain merchants.

### MINNEAPOLIS, MINN.

#### Chamber of Commerce Members.

Benson-Newhouse-Stabeck Co., grain commission.\*  
Brown Grain Co., grain commission.\*  
Carter, Sammis & Co., grain commission.  
Cereal Grading Co., grain merchants.  
Davies & Co., F. M., grain commission.\*  
Fraser-Smith Co., grain commission.\*  
Getchell-Tanton Co., grain commission.  
Gould Grain Co., grain merchants.  
Hankinson & Co., H. L., grain commission.  
Malquist & Co., C. A., grain commission.\*  
Marfield Grain Co., grain commission.\*  
McCaull Dinsmore Co., consignments solicited.\*  
McDonald & Wymann, grain commission.\*  
Poehler Company, H., grain commission.\*  
Quinn Shepherdson Co., grain commission.\*  
Stair, Christensen & Timmerman, gr. commission.\*  
Turle & Co., grain commission.  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., grain commission.\*  
Wyman & Co., C. C., grain commission.\*  
Zimmerman, Otto A., barley specialist.\*

### MOBILE, ALA.

Kimbrough Co., E. H., grain buyers.\*

### NASHVILLE, TENN.

Rose, Caswell E., corn, oats, hay, feedstuffs.

### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

### NEW CASTLE, PA.

Hamilton, C. T., hay, straw, grain, millfeed, pro.

### NEW YORK CITY.

#### Produce Exchange Members.

Brandt, Robert G., grain broker.\*  
Forbell & Co., L. W., grain commission.\*  
Keusch & Schwartz Co., oats, corn, wheat.  
Robinson, G. B., Jr., grain and millfeeds.  
Yellowlee, R. A., & Co., grain commn. mchts.\*

### NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.  
LeGrand & Burton, grain and hay brokers.\*

### NORTH MANCHESTER, IND.

Kinsey Bros., grain, hay & seed merchants.

### OKLAHOMA CITY, OKLA.

Kolp, E. R. & D. C., grain and seed dealers.

### OMAHA, NEB.

#### Grain Exchange Members.

Beal-Vincent Grain Co., receivers, shippers.\*  
Cavers Elevator Co., receivers and shippers.\*  
Crowell Elevator Co., receivers, shippers.\*  
Holmquist Elevator Co., receivers and shippers.\*  
Huntley, E. E., broker.  
Imperial Mfg. Co., grain consignments.  
Iowa Elevator Co., receivers and shippers.  
Kern, C. E., grain broker.  
McCaull-Dinsmore Co., grain.  
Merriam Commission Co., consignments.  
Nebraska-Iowa Gr. Co., consignments a specialty.\*  
Omaha Elevator Co., receivers, shippers.\*  
Roberts Gr. Co., Geo. A., grain dealers.  
Saunders-Westrand Co., receivers and shippers.  
Thresher, E. R., grain broker.  
United Grain Co., grain commission.  
Updike Grain Co., grain commission.  
Weekes Grain Co., receivers and shippers of grain.

### PEORIA, ILL.

#### Board of Trade Members.

Arnold & Co., F. W., grain consignments solicited.  
Bowman & Co., Geo. L., grain commission.  
Buckley, Pursley & Co., grain and seeds.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman, C. H., grain commission.  
Grier & Co., T. A., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Runsey, Moore & Co., grain receivers.\*  
Tyng, Hall & Co., grain commission.\*

### PHILADELPHIA, PA.

#### Commercial Exchange Members.

Baringer, M. F., grain and millfeed.\*  
Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain, millfeed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Pultz & Co., J. B., grain and feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Edw. M., grain and feeds.\*  
Standard Hay & Grain Co., grain, hay & straw.  
Stifes, A. Judson, grain and millfeed.

### PIQUA, OHIO.

Kress Co., The Harry W., trk. buyers, gr. & hay.\*

### PITTSBURG, PA.

#### Members Grain and Hay Exchange.

Austen Bros., grain, hay and millfeed.\*  
Elwood & Co., R. D., hay and grain.\*  
Foster, C. A., grain, hay, feed.\*  
Geldel & Dickson, grain and hay.\*  
Hardman & Heck, grain, hay and millfeed.\*  
Heck & Co., W. F., grain, hay and millfeed.\*  
Herb Bros. & Martin, grain and hay.\*  
Mahood Hay & Grain Co., hay, corn & oats.\*  
McCaffrey's Sons Co., Daniel, hay, gr'n, millfeed.\*  
McCague, R. S., grain, hay & millfeed.\*  
Seavey & Clark, grain, hay, feed.\*  
Smith & Co., J. W., grain, hay, feed.\*  
Stewart, D. G., & Geldel, grain, hay and feed.\*  
Walton Co., Sam'l, grain and hay.\*

### PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.  
Worth, W. A., cash grain.

### PUEBLO, COLO.

McClelland Mct'l I. & R. Co., grain, hay & feed.

### RICHMOND, VA.

Adams Gr. & Prov. Co., grain, feeds, seeds.  
Beveridge & Co., S. T., grain, hay, feeds, seeds.  
Southern Brokerage Co., grain, hay, feeds & seeds.

### SAGINAW, MICH.

Carr Co., Henry W., grain, hay, beans, seeds.

### SAN ANTONIO, TEXAS.

Prescott & Co., whol. grain & cottonseed pdts.

### SIOUX CITY, IOWA.

#### Board of Trade Members.

Fields & Slaughter Co., grain, hay and feed.  
Flanley Grain Co., grain commission.  
Iowa-Dakota Gr. Co., grain & com. merchants.

### SIOUX FALLS, SO. DAK.

German Grain Co., buyers and shippers.

### ST. JOSEPH, MO.

Gordon Comm. Co., T. P., grain dr. and broker.\*  
Musterman & Co., Wm., grain, hay, revrs., shprs.

### ST. LOUIS, MO.

#### Merchants Exchange Members.

Bushfield & Co., J. A., grain brokers.  
Elmore Schultz Gr. Co., revrs. & shprs. grain.  
Goffe & Carkeener Co., grain commission.\*  
Graham & Martin Grain Co., grain commission.\*  
Green Commission Co., W. L., grain.\*  
Langenberg Bros. & Co., grain commission.\*  
Morton & Co., grain, hay and seeds.  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain & grass seed.\*  
Toberman, Mackey & Co., consignments solicited.  
Turner Grain Co., grain commission.

### STREATOR, ILL.

Mills & Clifford, grain merchants.

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

### TIPTON, IND.

Urmston Grain Co., receivers and shippers.

### TOLEDO, O.

#### Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
Goemann Grain Co., grain buyers.\*  
King & Co., C. A., grain, clover, seed.\*  
Paddock-Hodge Co., The, receivers & shippers.  
Rundell & Co., W. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhisler & Co., John, revrs. & shippers of gr.  
Zahn & Co., J. F., grain, seeds.\*

### TRINIDAD, COLO.

Bancroft-Marty Feed & Produce Co., hay & grain.

### WASHINGTON, D. C.

Craig, J. V., hay and grain broker.\*

### WINFIELD, KANS.

Hayes & Co., John, wholesale grain.

### WINNIPEG, MAN.

Bawlf Grain Co. The N., oat shippers.  
Matheson Lindsay Grain Co., grain commission.  
Richardson & Sons, Ltd., James, grain shippers.

\*Members Grain Dealers National Association.

## BALTIMORE CHAMBER OF COMMERCE MEMBERS

**CHAS. ENGLAND & CO.**  
Commission Merchants  
**GRAIN :: HAY :: SEEDS**  
308-310 Chamber of Commerce, BALTIMORE

**CONSIGNMENTS A SPECIALTY**  
**JOHN T. FAHEY & CO.**  
Commission Merchants  
Grain Receivers and Shippers  
In the Market every day  
Remember us on Rye BALTIMORE, MD.

Established 1882  
**G. A. HAX & CO.**  
COMMISSION  
Grain, Hay and Seeds  
445 North Street BALTIMORE, MD.



## PITTSBURGH GRAIN AND HAY EXCHANGE MEMBERS

## Forty-Two Years

"ON THE JOB SINCE '72"

of experience has enabled us to give you everything that is desired in the handling of your grain. Ship us your next car and test our ability.

## PROPRIETORS

Iron City Elevator

—the only fireproof one in Pittsburgh.

**D. G. STEWART & GEIDEL****PITTSBURGH, PA.**

## CAIRO BOARD OF TRADE MEMBERS

**MAGEE GRAIN CO.** Request daily card bids  
**CAIRO, ILL.** Sell or Consign Us

# Halliday Elevator Company

## Cairo, Ill. St. Louis, Mo.


***Consignments Solicited*****Write Us**

Experience, Capacity, Up-to-date methods assure **you** service such as **you** want.

**YOUR MESSAGE**

Let the Grain Dealers Journal your message bear  
 To progressive grain dealers everywhere.





**PITTSBURGH**

## **A CHAIN IS NO STRONGER THAN ITS WEAKEST LINK**

but there are no weak links in the commercial chain that reaches from the shippers of Grain and Hay in the Middle West, to the thousands of consumers in the great industrial territory that surrounds Pittsburgh.

There is strength in its transportation service, its railroads with competitive connection with the entire country.

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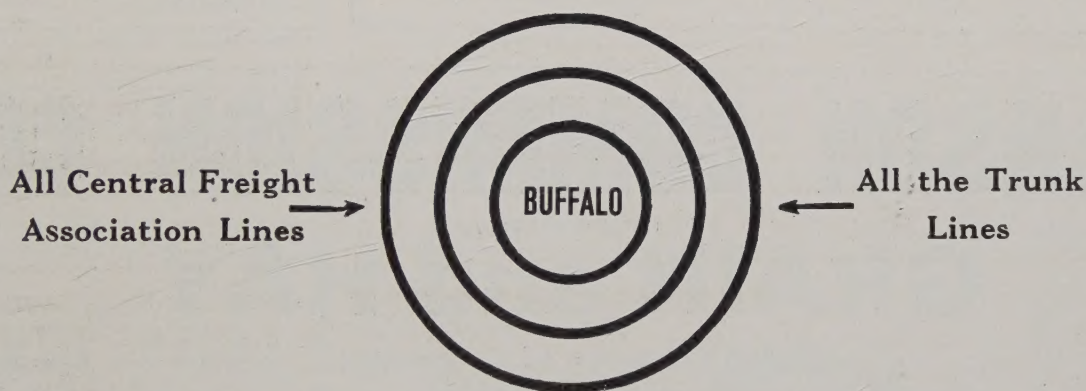
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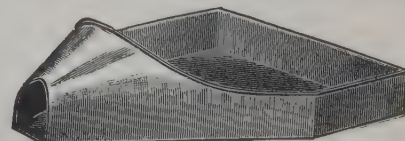
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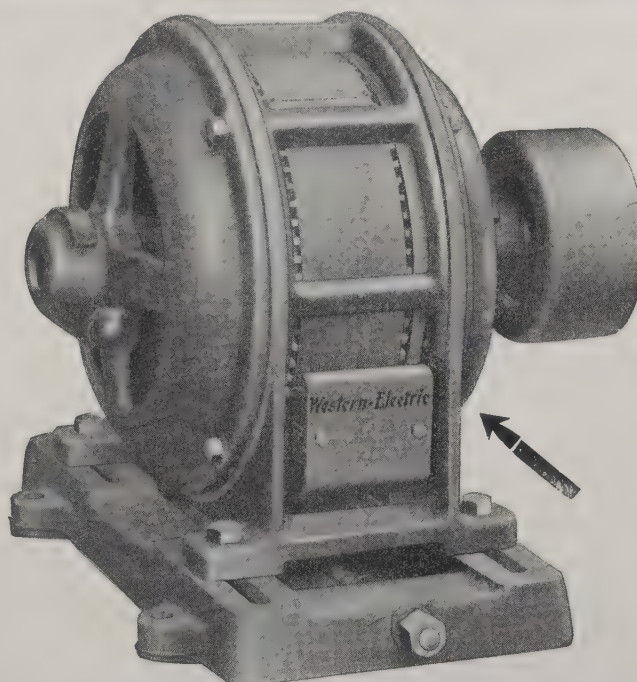
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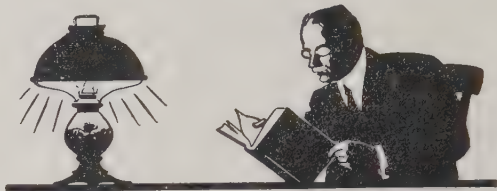
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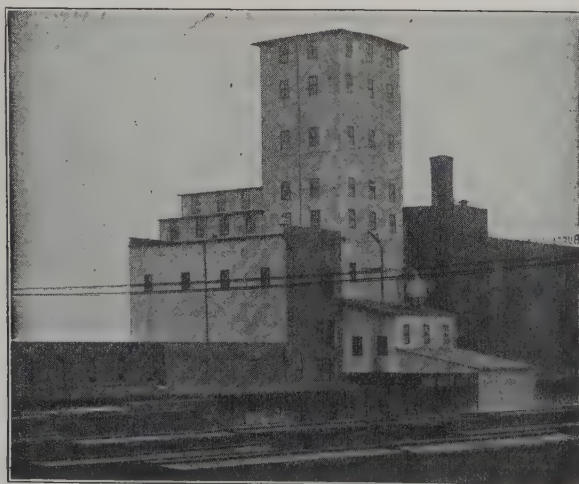
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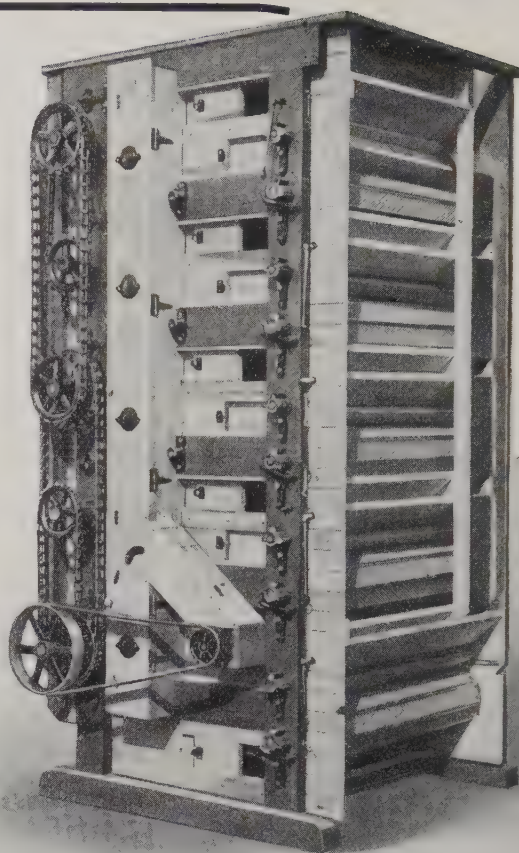
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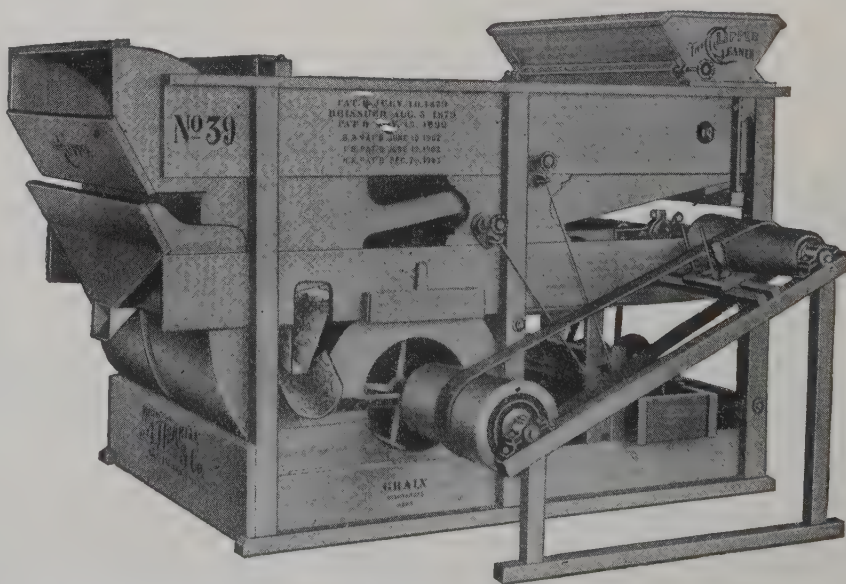
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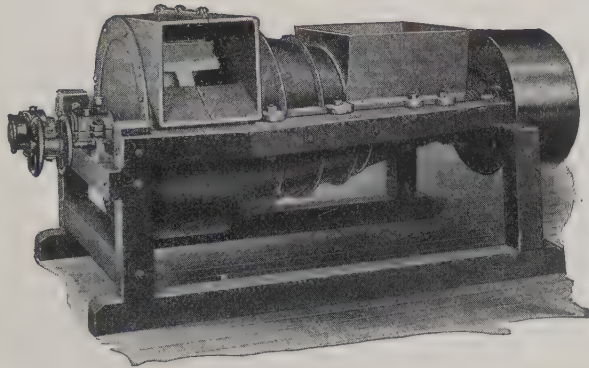


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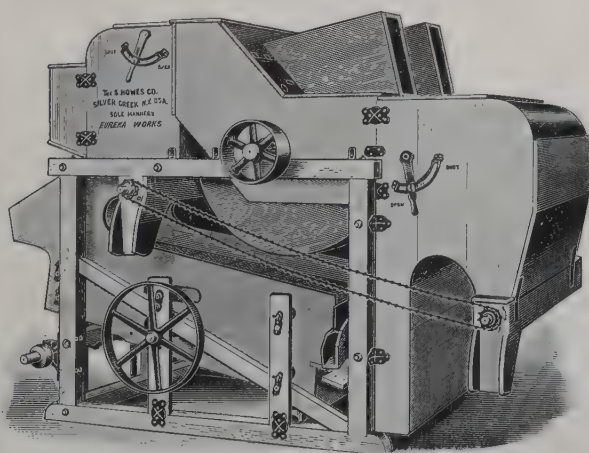


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2003

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**HEAVY DUTY CONSTRUCTION**

Equipped with Automatic Eccentric Oilers, Self-Oiling or Ball Bearings, Automatic Sieve Cleaners

The "Eureka" is less expensive to operate than any other type of machine—and the cost is on the DECREASE whilst the operating cost of other machines is gradually INCREASING.

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With us, economical production is secured through correctly designed and properly built machines that are durable, efficient with low up-keep cost, and that are not extravagant in power consumption. They are made with economical operation in view rather than for the sake of selling them at a low price.



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Equally as good are our  
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**Cyclone Dust  
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Our Improved Cyclone Dust Collectors are fire-proof. Built of galvanized steel. Entirely automatic. Have no moving parts. No braces or projections for materials to catch or lodge. Take less power. Increase capacity of fans.

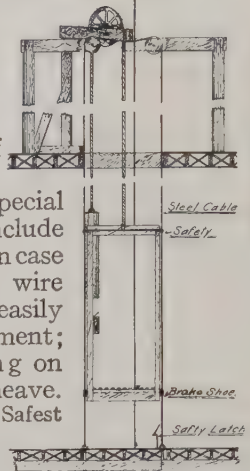
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MANLIFT**

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the cost of others for installation. Special features include safety device in case of accident; wire rope guides easily kept in alignment; ball-bearing on main top sheave. Put the best and Safest manlift in your elevator. Write

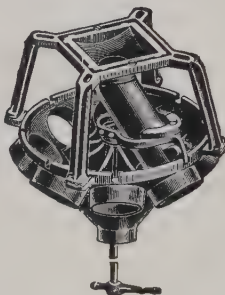


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HALL SIGNALING DISTRIBUTOR**

which prevents the mixing of grain and discharges every kernel into the proper bin.

What is better yet, install the complete

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are very desirable for carrying coal and grain as they are light, dustproof, smooth on the bottom and have heavy rope handles that fit the hands.

Sides have deep corrugations, two plates forming "Double Bottom" are riveted to side and all seams soldered.

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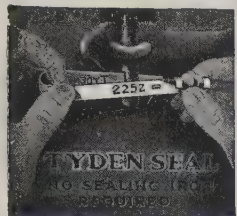
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Every Elevator Should Have One

Saves pocketing of dust and dirt and lower grades of grains right in front of car door. Will grade your grain from one to two points higher on account of even distribution, which pays for itself. Saves time and annoyance of crawling into car when loading. Hundreds in use. Fully guaranteed. Write now for descriptive matter and references. Agents wanted.

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IF you are really  
anxious to learn  
the true merits and  
economical service of a

## Combined Grain Cleaner and Pneumatic Car Loader

become acquainted with any user. We will gladly send list.

**Why you should install the MATTOON—**

It is impossible for it to mill or crack the grain.

It will fill largest cars to full capacity, without any labor in the car.

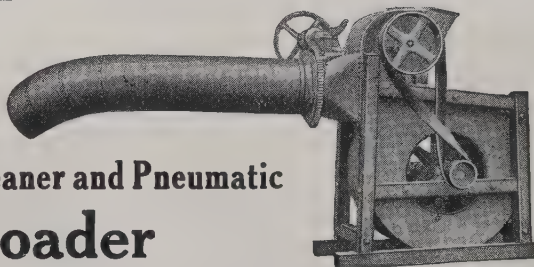
Strong and durable, automatic in action, and requires no attention after starting.

Constant moving of pneumatic tube as it loads the grain prevents dust from gathering in center of car. Cools and dries the grain as it passes through the air.

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"Loads Grain, Malt or Sand"



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### Pneumatic Grain Conveyor and Elevator

For car-loading, conveying and elevating.

It will transfer around angles.

It will not produce chaff, crack or bruise any grain or corn.

Positive force feed ahead of the fan, no matter how light the material to be transferred.

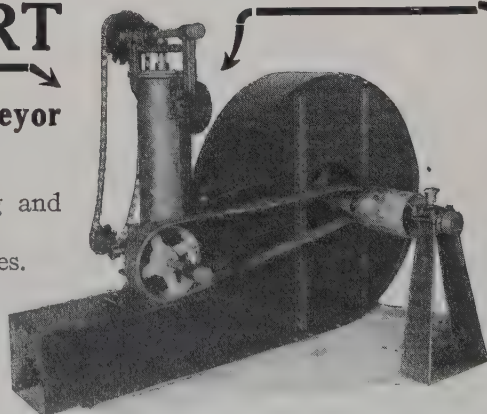
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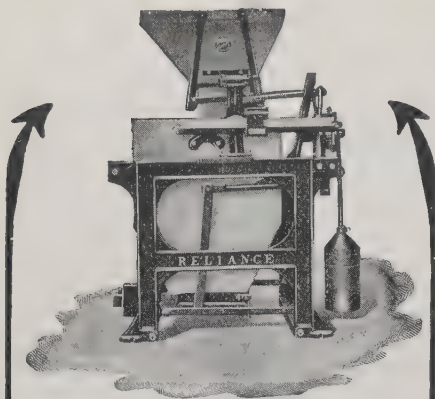
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AUTOMATIC SCALE built to last a lifetime of Service. Reliability, accuracy and ease of installation account for its unusual popularity among Grain men.

Quality has been the first consideration and in the building of this scale the resultant accumulation of years of thought and improvement has taken material form.

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\*(Sold with or without Elevator)  
CRUSH ear corn (with or without shucks) and GRIND all kinds of small grain. Have Conical-Shape Grinders. Different from all others.

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Handy to Operate. Ten sizes  
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FREE Booklet on "Values of Feeds and Manures."

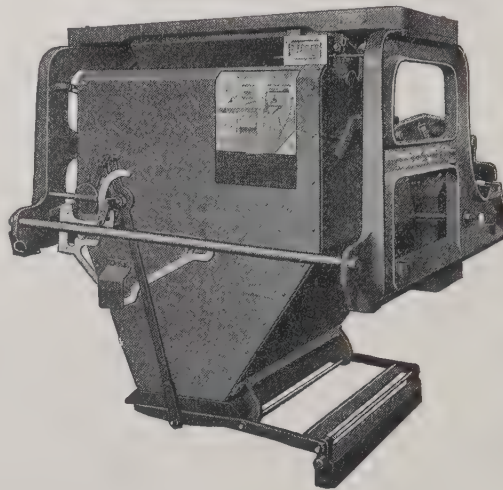
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STANDARD AUTOMATIC SCALE OF THE WORLD



Does it pay to put the very best materials and workmanship into an automatic scale? Does the public appreciate the untiring effort of the manufacturer to produce the *best*?

The answer to this lies in the huge growth, during the last quarter of a century, of the use of Richardson automatic scales.

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You can't afford to weigh your grain on a scale less accurate than the Richardson.

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IN 1866

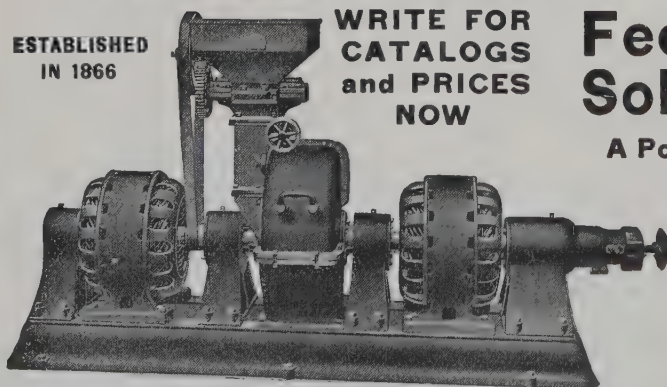
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## Feed Grinders will always Solve All Your Troubles.

A Positive Saving of 25% or More in Power.

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that we make Direct connected electric motor, as well as Belt Driven Ball Bearing Double-head or Single-head Feed Grinders and Corn Crackers, Our Specialty. You cannot afford to operate your plant without one of these "Monarch" mills, because of the large amount of power saved or the tremendous increase in capacity that you will obtain with present power. Guaranteed to never get out of tram. **TRY ONE OF THEM NOW**



"Monarch" Ball Bearing Direct Motor Driven Attrition Mill

We manufacture the Largest, Most Improved, and Most Complete Line of Machinery for Flour and Feed Mills, Grain Elevators, etc., in the World.

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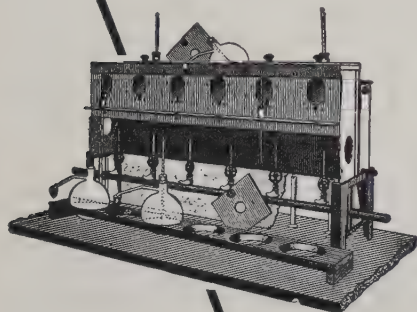
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are easily obtained when the proper course is pursued. Profits depend largely upon the grade of the corn. Insure yourself against low price by installing a



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Live weevil plus a little Fuma equals dead ones every time.

Fumigate Your Elevators and Mills with

## FUMA

The only satisfactory method of treating grain in the bin, kills all insects, weevils, moths, etc.

10c. per lb., in 50 lb. and 100 lb. drums.

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of continued use and unaltered accuracy, is the record made not by one, but by many installations of

## Fairbanks Wagon Scales

For many years to come, the thousands of Fairbanks scales in use today will continue the same satisfactory service they are now giving. The name Fairbanks on your scale inspires confidence.

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Oil and Gasoline Engines, Pumps, Windmills, Feed Mills, Water Systems, Electric Light Plants, Dynamos and Motors.

## The Gerber Patent Flexible Chain Telescope Car Loading Spout



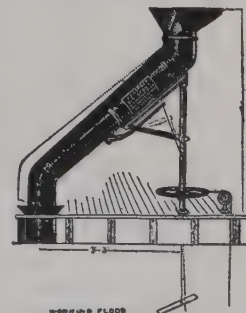
Will last longer than three ordinary flexible spouts because it is made of metal equal to saw blade.

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## The Gerber Improved Distributing Spouts

Are used in all parts of the country because they are made by skilled workmen, have a world-wide reputation, and will prevent the mixing of grain.



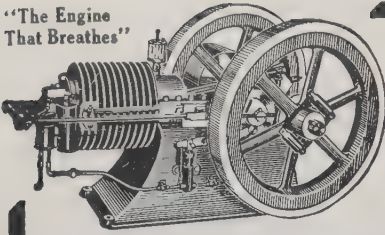
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THE GADE is the only successfully AIR COOLED engine on the market. Having eliminated all out-side cooling devices The GADE is in a class by itself. GET THIS TROUBLE PROOF ENGINE for your elevator and you will have a reliable, medium priced engine that will work for you 365 days every year on ONE THIRD LESS GASOLINE than any other engine on the market. Cannot be overheated under full load regardless of length of time in continuous use. Real FIVE YEAR GUARANTEE. We have thousands of satisfied elevator men who have used this engine for years. Get the benefit of their experience. Write at once for complete descriptive folder describing this WONDERFUL ENGINE. We have a special proposition to make Elevator men.

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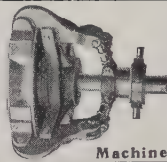
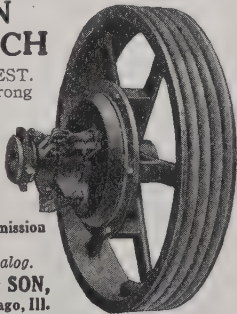
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We handle a full line and can give you a machine for any kind of work you want to do.

## Roll Corrugating and Grinding

The best work—quick service.

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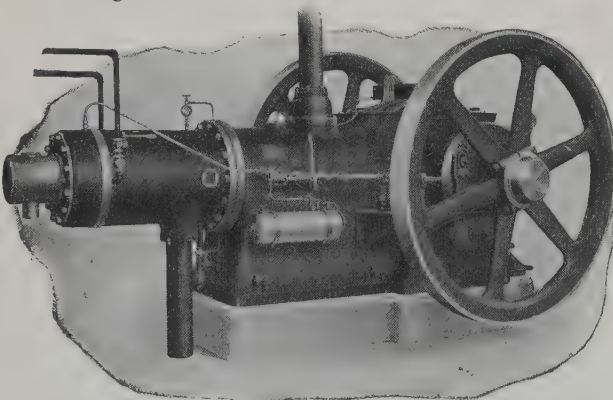
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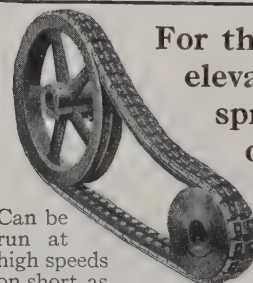
The designers of The Muncie said:



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10 to 200 H. P. — Over 15,000 H. P. in Use.



For that short drive in your elevator or for that noisy sprocket chain near your office or dump.

Can be run at high speeds on short as well as long centers, and are noiseless in operation, also requires no lubrication.

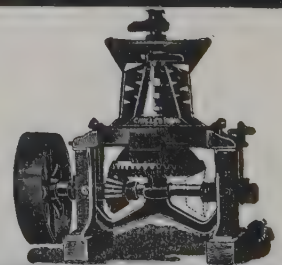
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Slippage is avoided by the utilization of the wedge principle.

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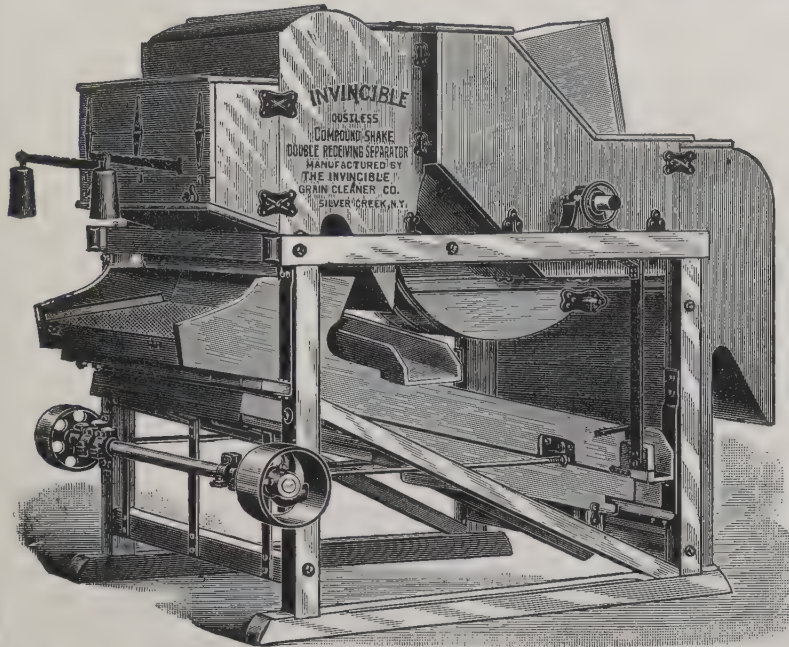
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**THE C. O. BARTLETT & SNOW CO.**  
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# Something Every Elevator Needs



It is a well known fact that clean grain will keep better than dirty.

Dirt also lowers the quality at the terminal market.

Hence all Elevator men when receiving grain from various growers should run it through an

## Invincible Dustless Compound Shakeless Receiving Separator

Following this suggestion will mean money to you. You will thereby not only avoid loss by heating, but will also raise the grade and get a better price.

We cannot fully describe here the various sizes and kinds of machines which we make as we build them to suit every need.

Write us and we will gladly send you full information free.

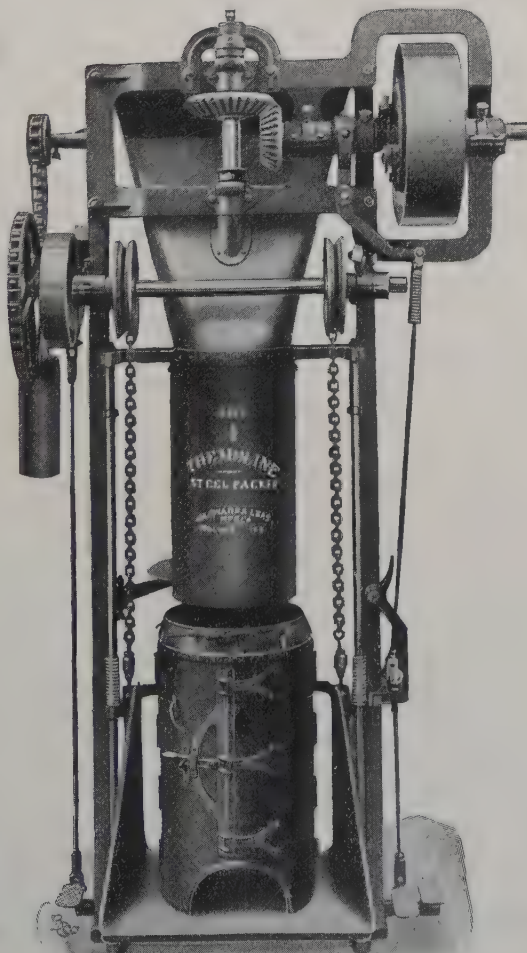
## INVINCIBLE GRAIN CLEANER CO., Silver Creek, N. Y.

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Built entirely of iron and steel.

A packer that will do the heaviest work and stand any strain.

The ring-oiling bearings are contained in a heavy iron frame.

The driving clutch is of the double expansion type, making a very powerful drive and one that releases instantly and with certainty.

The carriage is of the open type and the levers are reversible so that the machine can be operated either from the front or rear.

Give it a trial.

**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND  
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ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.





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## “Western” Machinery

In this catalogue, which is called: “Everything From Pit to Cupola,” you get much valuable information. It will help you to solve some of your machinery problems. You will learn why your competitor so frequently “tops the market,” while you are just as often discounted. It will make clear to you a problem at which you have so often wondered, namely: “Why some dealers appear to get better treatment at the terminal market than you!”

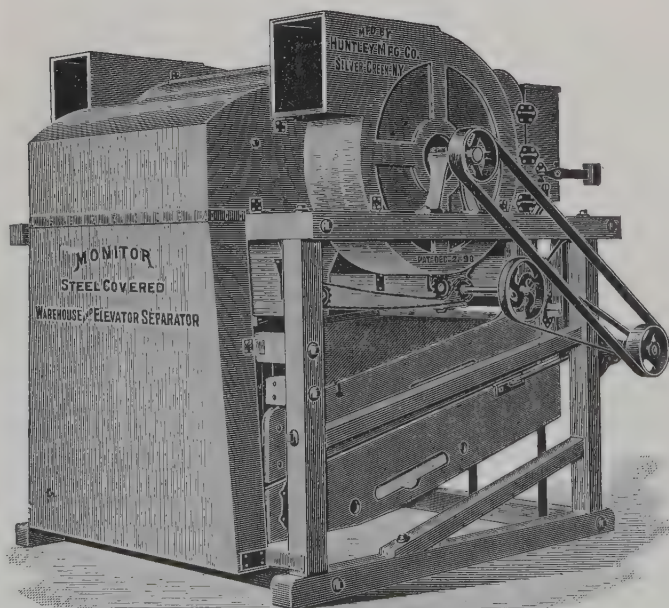
**Here's the Answer:** It is because they use “Western” Shellers and Cleaners. These machines clean better, and give more perfect separation, hence the grain that goes from the elevators where they are installed commands a better price in the big markets. In addition to what these Shellers and Cleaners can do in the way of shelling and cleaning corn, they can handle more grain on less power than any other machines made. **And last, they are the least expensive to install!**

*Send that letter or post card today and the catalogue will be forwarded to you by return mail*

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# “MONITOR” Fireproof Grain Cleaners



## Indestructible From Any Cause

The risk of fire or the risk of destruction from hard service—these things you do not have to think of with any of our numerous styles of “MONITOR” Fire-proof Grain Cleaners. During the past ten or twelve years “MONITOR” Fire-proof Machines have gone into a majority of the best, modern, fire-proof elevators built in the United States and Canada. Clean cut improvements of pronounced character are to be found in these machines. They represent the most modern methods known for obtaining destruction-proof qualities with high cleaning efficiency. Why not read our catalog No. 45 and see what's doing in modern, fire-proof grain cleaners and oat clippers?

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ST. LOUIS, MO.—S. J. McTiernan, 25 Merchants' Exchange  
JACKSON, MICH.—A. H. Smith, 206 Lansing Avenue  
AKRON, OHIO—A. S. Garman



# "Wanted" and "For Sale"

The rate for advertisements in this department is 20 cents per type line each insertion

## ELEVATORS FOR SALE.

**ELEVATOR FOR SALE** at a bargain; 25,000-bu. cap. Flour and coal business. Good grain locality. First class opportunity for right man. Hillrose Milling & Merc. Co., E. H. Link, Sec'y, Hillrose, Colo.

**ELEVATOR FOR SALE** in Northern Iowa town, six hundred people, two other elevators. Reason for selling—located too far away from balance of properties. Address Coline, Box 2, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS** elevator for sale on I. C. R. R., 25M capacity; in good farming section; handle from 175,000 to 200,000 bus. annually; no competition. Also a five-room house and one acre of land. Address Illinois, Box 7, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Elvtr. located on Vandalla Ry.; 6M bus. capacity; cribbed bins; 1 car corn dump; 1 shelled grain dump; corn sheller and cleaner; wheat and oats cleaner; feed grinder; bins for 100 tons coal; flour, feed and salt. Price, \$2,000. Address North, Box 11, Grain Dealers Journal, Chicago, Ill.

**FOR SALE AT A BARGAIN**—Elevator, 9,000 bu. cap.; hay, grass seed and potato business in connection. Also good house, barn and out-buildings with 5 acres of land, 5 blocks from elvtr. Net yearly profit \$3,000.00. Reason for selling, wish to retire and go to Florida. Address Florida, Box 1, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Indiana elevator, twelve thousand capacity, on the Erie R. R.; good location; only one in town; nearest competition four miles one way and eight others; good business; handle coal, flour, feeds, salt, cement and tile; must sell on account of other business. Price \$5,000 if taken soon. Address L. J. L., Box 1, Grain Dealers' Journal, Chicago, Ill.

**FOR SALE**—17M elevator at Isabel, S. Dak., on C., M. & St. P. Ry., built three years; strictly modern in every respect. Price \$5,000. 40 miles to draw from and only elevator in town. Doing a good feed business. Reason for selling am in cattle business and need the money. Address Rail, Box 1, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS** elevator—20M capacity; in one of the best corn and oats sections of state, town of 1,600; annual business 200,000 bus. Equipped with two dumps, two legs, automatic scale, electric power. Own land and switch. Free switching facilities to three roads. No car shortage. Address F, Box 5, Grain Dealers Journal, Chicago, Ill.

**IOWA**, 40,000 bu. cribbed elevator for sale. Handled 300,000 bu. last season; coal, feed, tile and silo business in addition. Also 10,000 bu. corn crib and bins for 200 tons coal. Elevator equipped with dumps, corn sheller and cleaner, grain cleaner, Avery automatic scale; new 12-horse International gas or kerosene engine. Address John Ristvedt & Son, Paton, Iowa.

**FOR SALE OR RENT**, the best located elevator in the state, handle from 400,000 to 500,000 bushels annually from this station, only two other elevators in town, no farmers house here, feed mill in connection, grind 20,000 to 50,000 sacks feed for farmers annually, also 1,000 cars of produce shipped out of this station every year; on private grounds and on side track. For particulars address Woodgreen, Box 2, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**FOR SALE**—NORTHERN INDIANA, up-to-date elevator in good section. Address Rudolph V. Shakes, Plymouth, Ind.

**GOOD KANSAS** grain elevator for sale, cheap, at Sharon, Barber County. Address F. P. Hawthorne, McPherson, Kans.

**NEW MODERN** 12,000 bu. elevator for sale at Waverly, Mo., on Mo. P. Ry. Address W. A. Genther & Co., Waverly, Mo.

**OHIO** elevator for sale. Best elevator and coal proposition in Northwest part of state. Address Ohio, Box 1, Grain Dealers Journal, Chicago, Illinois.

**FOR SALE**—Three modern equipped elevators in Southwestern Minnesota, on C. M. & St. P. Ry. Address Modern, Box 9, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE**—Have a nice lot to select from. Let me know your wants and how much you wish to pay. Address Jas. M. Maguire, Campus, Ill.

**GOOD ELEVATOR** for sale, well established flour and feed business. Part cash, balance on time. Located at Vinita, Okla. Address W. J. Strange, Chelsea, Okla.

**FOR SALE**—8,000-bu. iron-clad elvtr. in N. E. Kans.; doing a good business in grain and feed; reason for selling, other business. Address John, Box 1, Grain Dealers Journal, Chicago, Ill.

**KANSAS** elevator for sale, Marshall Co. Has sheller, cleaner, hopper scale, gasoline engine, cob house, office and scale. No trades. Address S. C. H., Box 10, Grain Dealers Journal, Chicago, Ill.

**NORTHERN INDIANA** elevator for sale, 10,000 capacity; located in good town on L. S. & M. S. Good grain center. Reason for selling, ill health. Address Opportunity, Box 2, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Elevator fully equipped and operated daily, also large lumber shed, both to be wrecked and removed within 60 days. Anyone interested write for further particulars. John Murray, West Jefferson, O.

**5,000-BU. ELEVATOR**, feed and implement business, and property—large territory—good grain country—nearest competition 5 and 8 miles. A good proposition for immediate sale. Would rent—rather sell. Bartlett & Ballinger, Lacey, Ia.

**ELEVATOR IN CENTRAL INDIANA** with 2 acres of land and residence, for sale. Has metal sides and roof, cribbed bins, sheller and cleaner, feed grinder, motor power. In good grain belt; handle a number of side lines. Easy terms. A bargain if taken soon. Address Indiana, Box 2, Grain Dealers Journal, Chicago, Ill.

## PUBLIC SALE.

On February 28th next, I shall sell at public sale the elevator at Lemert and the mill at Sycamore, Ohio, belonging to the Sycamore Grain and Milling Company. A great opportunity for bargains. For particulars address

Geo. E. Schroth, Trustee,  
Tiffin, Ohio.

**CENTRAL INDIANA** elevator for sale. 12M bu. house; studded; on private grounds, on Wabash R. R.; 3 stands elevator; automatic scales; 2 dumps; steam power. All in good repair; new coal sheds, holds 300 ton; new warehouse 20x56, and lumber sheds. Also new 7 room house and stable. Will sell together or separately. Price \$7,500.00 Address J. M., Box 2, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**FOR SALE**—A 60,000-bushel grain elevator, good business, good location. Built seven years. Price \$10,000, cash or easy terms. Box 372, Winamac, Ind.

**FOR SALE**—Elevator, coal and feed business in Northern Ohio, county seat city of 25,000 population. Address Nelson, Box 12, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Two elevators in Southern Wisconsin. Feed business in connection. Average net profits last seven years, 25%. Address Wisconsin, Box 12, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Elevator and corn mill. Buildings and machinery are modern and in good condition. No elevator within 180 miles; large amount of grain and grain products consumed in surrounding territories. Write for further particulars. Alexandria Mill & Ele. Co., Alexandria, La.

**FOR SALE**—12,000 bu. elvtr. in the center of corn belt of Northwestern Ohio. This elvtr. does a 125,000 annual business in grain, 70 car loads of coal, 1,300 bbl. flour business; does an annual custom feed grinding business of 6,000 bu., and a good feed business. Address R. J. L., Box 2, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS WANTED.

**I HAVE** 160 acres of Kansas wheat land to trade for elevator or town property. Address John Pearson, Preston, Nebr.

**I WANT** to buy elevator in corn and oats belt in Ills.; give price, location, full description first letter. Address W., Box 2, Grain Dealers Journal, Chicago, Ill.

**FOR SALE** or trade for an elevator—One-half sec. N. D. land. Prefer ele., So. Eastern S. D. or So. Western Minn. C. H. Reimers or A. E. Ireland, Carrington, Minn.

**WE WANT YOUR ELEVATOR** advertised in the "Elevators For Sale" columns of the Grain Dealers Journal, Chicago. We have sold elevators for others, let us serve you in a like manner. Send trial order to-day.

**192 ACRE FARM**, ½ mile Hamilton, Ohio, 9 room brick house, 8 room frame house, 2 bank barns, one 40x90 and one 36x50. Good orchard; to exchange for elevator. Address Union, Box 1, Grain Dealers Journal, Chicago, Ill.

**WANTED TO LEASE**—Elevator; live town in Central Ills.; or will put my time against good house, manage same and furnish half the capital. Have the money and ability to handle large volume of business. Address Rane, Box 2, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

**WANTED**—A pushing and reliable man, well up and introduced in The Seed Trade, to act as agent for the sale of Clover seeds (Red-Crimson Clovers, Alfalfa, etc.), in the United States, for a well known European firm. Address R. L. F., Box 12, Grain Dealers Journal, Chicago, Ill.

**LARGE LINE** elevator company desires to secure the services of good live, energetic agents; married men preferred. Good salary. Positions will be open any time between now and August first. Please state in reply—age, nationality, languages spoken in addition to English, experience, salary expected, and give names of at least five references. Address Lineco, Box 2, Grain Dealers Journal, Chicago, Ill.



## SITUATIONS WANTED.

**WANTED**—A position as manager of Farmer's elevator; have had 12 years experience in the independent grain business. C. L. Broderson, Upham, N. Dak.

**WANTED**—Position as lumberman or elvtr. mgr., experienced and best of references. Prefer Iowa or Ill. Address Pierre, Box 1, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Management of Farmer's Lbr. yard in North or South Dakota. Can give good references from former and present employers. Address Ford, Box 1, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** — Married man with 1½ years experience, desires position with some good reliable grain firm as mgr. of one line of elvtrs. Best of references. Address Charles Rice, Monticello, Ill.

**CASH GRAIN MAN** wants situation, West or Northwest. No objection to traveling. Several years' experience, all departments. Can get results anywhere. Married. L. F. W., Box 2, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as mgr. of elevator, by young man; 8 yrs. experience; familiar with all phases of business; can handle any engine. Good references. Address V, Box 1, Grain Dealers Journal, Chicago, Ill.

**WANTED** a position as manager of an elevator Co. Have had five years experience in buying and selling grain, coal, flour and feed. Have had experience in running all kinds of elevator machinery. Have had seven years experience in bookkeeping. Can give bond and best of references. Will take position with Farmers Ele. Co. or Line Co. Address Louis, Box 1, Grain Dealers Journal, Chicago, Ill.

## LOCATION WANTED.

**INDIANA**—Wanted good location to build up-to-date elevator. Must be in good medium sized town. Give all particulars in first letter. Address Row, Box 1, Grain Dealers Journal, Chicago, Ill.

## SECOND-HAND BAGS AND BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags, Burlap, Cotton Sheet- ing, or Paper for Car Lining, etc. Wanted: second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

## MILLS FOR SALE.

**FOR SALE** or trade for income property or land, a nice 50-bbl. steam roller mill and 10,000 bu. elevator. Address S. Box 9, Grain Dealers Journal, Chicago, Illinois.

**FOR TRADE**—Big flour mill for clear city property or clear land; price \$30,000. W. F. Gaumer, Paris, Ill.

## BUSINESS OPPORTUNITIES.

**FOR SALE**—½ interest in seed store in one of the best territories in the U. S. Owner wishes to retire. \$125,000 to \$150,000 business annually. Address Kirk, Box 11, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Grain and Lumber business in Iowa or Illinois town of not less than 1,000 population. Must be a good proposition. German community preferred. Address Lare, Box 2, Grain Dealers Journal, Chicago, Ill.

**INTEREST WANTED**—Live, aggressive, experienced young man wants to connect with an established firm in either receiving or shipping business. Can handle good job. Will show results. References given. Illinois preferred. Address Hustler, Box 2, Grain Dealers Journal, Chicago, Ill.

## RECEIVER'S SALE

A grain and milling property consisting of buildings, electric motor and new milling machinery unset. This property is located at Malvern, Iowa, and is accessible to Wabash and C. B. & Q. railroads. For information write

G. C. Reinhart, Malvern, Iowa,  
N. S. Genung, Glenwood, Iowa,  
Receivers.

## MOISTURE TESTERS.

**FOR SALE**—One six burner Hess Corn Tester complete with a Hess Balance. Has been used once, and is in good order, clean and new. Have no further use for same. Address Jesse Lowe, Beardstown, Ill.

## DYNAMOS—MOTORS.

**DYNAMOS AND MOTORS**, second-hand and new. Also expert repairs. Guarantee goes with all machines and repairs. Let us quote you our prices. Northwestern Electric Co., Chicago, Ill.

**WE HAVE** the largest stock of second-hand electric motors and generators in America and buy and sell, rent, exchange and repair electrical machinery of all kinds. Send for our "Monthly Bargain Sheet," showing complete stock with net prices. All machines guaranteed in good order



**WE OFFER YOU**, subject to prior sale, brand new Westinghouse Motor which cost us \$425.00 plus freight from Detroit, for \$375.00. Specifications as follows:

50 H.P.  
1450 R.P.M.  
60 Cycles.  
7200 Alt.  
440-V.  
3-Phase.

Complete with pulley, bent plate and auto starter.

Mapl-Flake Mills,  
Battle Creek, Mich.

## Our Services

and experience are at your command. It is for you to make your wants known.

## THE NATIONAL CITY BANK OF CHICAGO

Capital \$2,000,000.00 Deposits \$27,707,859.55  
Surplus and Undivided Profits \$744,784.81



2% Interest  
allowed on  
all Margin  
Deposits.

Approved by the Chi-  
cago Board of Trade as  
a Margin Depository.

105 S. Dearborn St.  
CHICAGO, ILL.

## "Five (5) Coals That Build and Hold Trade"

Mt. Pelee ---  
Thick Vein Hocking  
from Nelsonville

good size, fine burning, no soot, quick delivery in flat bottom cars.

## Kentucky Queen

—an ideal coal, all purposes—2 in. Lump, 4 in. Lump, 4x2 in. Egg Hoppers must be taken for quick shipment.

## Lone Star W. Va.

Takes the place of Pocahontas or New River, Never more than wood brown smoke, Holds fire as well as any coal mined, Clean burning and low ash, Shipped in 2 in., 4 in., and 4x2 in. Egg, Handles with little slack or breakage, Hoppers must be taken for quick shipment

## Anthracite

**Plymouth Red and White Ash**  
—the best to be had.

## Big Vein White Ash

—better than ordinary coals and cost no more.

Write to us

**OHIO & MICHIGAN COAL CO.**  
Main Office: DETROIT

## DO IT NOW

## GRAIN DEALERS JOURNAL

315 So. La Salle St., Chicago, Ill.

Gentlemen:—Enclosed find One Dollar and Fifty Cents for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of Firm .....

Capacity of Elevator Post Office .....

..... bus. State .....



## MACHINES FOR SALE.

**FOR SALE**—One No. 4 Monitor Grain Cleaner in good condition. Replaced by larger machine. For price address, Harvey Farmers Co-operative Ass'n, Harvey, N. D.

**AT A BARGAIN**, Roberts alfalfa mill machinery; complete; nearly new; cap. 3 tons per hr.

1-100 h. p. Atlas engine, nearly new.  
1-100 h. p. Atlas boiler, nearly new.  
Hillrose Milling & Merc. Co., E. H. Link, Sec'y, Hillrose, Colo.

## MACHINERY BARGAINS.

1 4 h.p. Gasoline Engine.....	\$75.00
1 Dormant warehouse scale.....	15.00
2 Boot Tanks, each.....	20.00
1 No. 4 Buffalo Fan.....	15.00
1 Steam Condenser.....	30.00
1 Grain Spout complete.....	4.00
1 large bell.....	20.00
10 Belt Tighteners, each.....	5.00
600 Salem-cups, 6x16, each.....	.12
50 " " 6x18 ".....	.12
600 Empire Buckets, 5x16.....	.06
150 " " 6x18.....	.06
1 26" 6 ply 90 ft. Drive Belt.....	50.00
2 26" 3 ply 125 ft. Conveyor Belt, ea.....	50.00

All of the above are in good condition and snaps at the prices offered.

La Crosse Wrecking & Lumber Co.,  
La Crosse, Wisconsin.

## SACRIFICE SALE NOW ON.

All Makes and Sizes of Attrition Mills.  
16" to 24" Robinson's .....\$65 to \$120 ea.  
16" " 26" Unique's ..... 60 " 130 "  
16" " 36" Monarch's ..... 60 " 200 "  
16" " 36" Foos's ..... 60 " 200 "  
16" " 26" American's ..... 55 " 200 "  
16" " 24" Halsted's ..... 55 " 135 "

Many types of single head mill also. We need the room for other purposes.

All the above mills completely remodeled and reconstructed. Guaranteed to be in as near a new condition as second-hand machines can be made. Also a full line of Roller Mills, Separators, Reels, Roller Feed Mills, Shellers, Buhr Mills, Corn Crushers, Crackers, etc. Write us for catalogs today. Give us a chance on all your requirements, whether new or second-hand.

George J. Noth,  
No. 9 South Clinton Street, Chicago, Ill.

## FLOUR MILL, FEED MILL AND ELEVATOR MACHINERY AND SUPPLIES.

The largest Stock of Overhauled and reconstructed Machinery in the World.

Roller Feed Mills: 9x14 and 9x18 Barnard & Leas, 9x18 Noye, 9x18 Nordyke and Marmon; one 9x24 Northway; one 9x24 Dawson, three pair high; and 9x18 and 9x30 Hutchison; two pair high; one No. 2 Willford, three roll high, and many others listed in our Bargain Book.

Write for one—Mailed on request.  
Corn and Cob Crushers:—No. 1 Richmond, No. 14 Economy, No. 5 and No. 6 Excel, Foos Scientific Mills, No. 2 "Triumph," 2 No. 7 Sullivan, etc.

Attrition Feed Grinding Mills—16, 20, 24, and 30 inch "Monarch"; 18 "Modern Special"; 30 inch "American"; 18, 19 and 24 inch Foos; 24 inch "Unique."

Single Roller Mills:—9x18 and 9x24 "Noye"; 9x18 "Odell"; 9x12 "Case"; 10x24 and 12x24 "Downtown"; 12x30 Allis.  
Double Roller Mills:—All Sizes and Makes.

Separators, Oat Clippers, Scourers, Dust Collectors, and Everything for Flour Mills, Feed Mills and Elevators.

Elevator Belts with Buckets Attached, at Extremely Low Prices—in either Cotton, Rubber or Canvas—Stitched Belt with "Salem" Steel Grain or Steel Corn Buckets Attached.

Address Dept. Q for "Gump's Bargain" Book, giving complete list of all Machinery, Belting, Pulleys, Shaftings, Elevator Belting, Buckets, etc., with Net Prices. Mailed Free on Request.

Est. 1872. Inc. 1901.  
B. F. GUMP CO.,  
431-437 So. Clinton St.  
Chicago, Illinois.

## MACHINES FOR SALE.

**FOR SALE**—No. 2 Cylinder Sheller and Cornwallis Corn Cleaner. Reasonable price if sold soon. A. C. Klauman, Cuba, Kans.

**FOR SALE**—Repairs for No. 2½ Western Warehouse Corn Sheller; upper and lower casings, front and rear supports. Price \$10 f. o.b. our city. T.L. Reed & Co., Star City, Ind.

**FOR SALE**—One 12" Robinson Attrition Mill, used one year, good as new. New Sealing Rings and Grinding Plates. Price \$100.00.

One Victor Combined Sheller and Cleaner, mill size \$35.00.

One 24" Monarch French Stone Buhr Mill and elvtr. in perfect condition, \$100.00.  
D. O. Friend, Brighton, Iowa.

## GASOLINE ENGINES.

**FOR SALE**—28-30 h.p. Foos standard horizontal, \$365. 100 other sizes and styles. State your power needs. Badger Motor Co., Milwaukee, Wis.

**FOR SALE**—1 25 h. p. gasoline engine; in good repair, manufactured in Fort Wayne. Engine can be seen at Broughton, Ohio. For further information write Axel White, Broughton, Ohio.

## GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.  
25 H. P. Columbus.  
25 H. P. Fairbanks-Morse.  
22 H. P. Fairbanks-Morse.  
15 H. P. Fairbanks-Morse.  
12 H. P. Fairbanks-Morse.  
6 H. P. Fairbanks-Morse.  
4 H. P. Fairbanks-Morse.  
Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

## ENGINE BARGAINS.

15 h.p. Foos  
8 h.p. Havana, new  
6 h.p. Fairbanks-Morse  
10 h.p. Fremont  
4 h.p. Havana, new  
1-500 h.p. Corliss Engine  
1-400 h.p. Corliss Engine  
1-1000 Bu. National Auto. Scale, new  
1-Bowsher Feed Mill No. 7, good as new  
1-Wilford & Nordway, 3 high Feed Roll  
1-Silver Creek Grain Cleaner  
1-36 inch leather belt, 2 ply good as new  
1-Rumley, 20 h.p., Traction Engine  
The above are in good condition.  
Three carloads of lumber cheap.  
We buy and sell all kinds of machinery.  
H. GROSS LUMBER & WRECKING CO.,  
Omaha, Nebr.

## STEAM ENGINES, BOILERS.

**For Sale**—One 40 horsepower Atlas Engine, in fine shape. R. E. Zenke, Indianapolis, Illinois.

**STEAM ENGINES OR BOILERS** for sale find many ready buyers when offered thru the grain trade's accepted medium—for engine bargains—the "Steam Engines—Boilers" column of the Grain Dealers Journal, Chicago.

## MACHINES WANTED.

**WANTED**—Good 2d hand barley cleaner, 300-500 bus. cap. Must be priced right. Give all particulars, including equipment, etc. W. E. Reed, West Bend, Iowa.

## BUILDING MATERIAL.

**FOR SALE CHEAP**—2,000,000 feet elevator cribbing, lumber, joists and boards; 2,000 sash and doors, all sizes. Our prices will surprise you. Write at once for bargains. Ruel Wrecking Co., 7337 Stony Island Ave., Chicago.

## ELEVATOR BROKERS.

**IF YOU WISH** to sell your elevator promptly and quietly, write me, giving full particulars. Address Jas. M. Maguire, Campus, Ill.

# DIRECTORY OF THE Grass Seed Trade

## BALTIMORE, MD.

Buffington & Co., John J., whse. seed merchants.  
Scarlett & Co., Wm. G., whse. seed merchants.

## BUFFALO, N. Y.

Whitney-Eckstein Seed Co., grass and field seeds.

## CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.

## EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

## INDIANAPOLIS, IND.

Indiana Seed Co., The, Seed Dealers.

## LOUISVILLE, KY.

Hardin, Hamilton & Lewman, field seeds.  
Louisville Seed Co., grass seed dealers.  
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Olds Seed Co., L. L., Wis. field seeds.

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Courteen Seed Co., field seeds.  
Rosenberg & Lieberman, alfalfa, clover, etc.  
Teweles & Co., L., grass and field seeds.

## MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seeds.

## NEW YORK, N. Y.

Leifmann's Hamburg, rep. I. L. Radwaner, fld. sds..  
Loewith, Larson & Co., clover, grass, field seeds.

## TOLEDO, OHIO.

The Toledo Field Seed Co., clover, timothy.

## TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

## PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, Whse. Field Sds.

## CLOVER

## TIMOTHY

Choice new-crop recleaned seeds. Offer at  
\$13.00 to \$15.00 Cwt. \$4.00 to \$5.00 Cwt.  
F. O. B. Our track. Subject market changes.  
Write for samples.

**HOFER SEED CO., NORA SPRINGS, IOWA**



## ALFALFA AND RED CLOVER

our specialties.

Also dealers in Alsike Clovers, Timothy, Millets, Rape, Grasses, Buckwheat, Seed, Corn, etc.

You will find us willing to pay top prices for quality seeds. Write for sample envelopes.

**ROSENBERG & LIEBERMAN**  
Founded 1860 Milwaukee, Wis.

## Gas Engine Books

Operators of gasoline engines who encounter difficulties in the care or operation of gas or gasoline engines will find each of the following books of great assistance.

THE PRACTICAL GAS ENGINEER, by E. W. Longenecker, M. D., Price \$1.00.

THE GAS AND GASOLINE ENGINE, by Norman & Hubbard, Price \$1.00.

THE GAS ENGINE HANDBOOK, by E. W. Roberts, Price \$2.00.

GAS ENGINE TROUBLES AND REMEDIES, by Albert Stritmatter, Price \$1.00.

THE PRACTICAL GAS AND OIL ENGINE HANDBOOK, by L. Elliott Brooks, Price \$1.00.

For any of the above address

## Grain Dealers Journal

La Salle St.

Chicago, Ill.



## SEEDS FOR SALE—WANTED

## FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

## GRAIN FOR SALE.

GERMAN MILLET is our specialty and we are now in position to supply your trade with car lots or less; sample on request. D. H. Clark, Galt, Mo.

## HAY FOR SALE.

DANIEL BRYAN,  
Portland, Indiana,  
shipper of hay, grades guaranteed.  
Write for prices.

BUYERS of Hay and Seeds will do well by writing us; best crop ever raised, references, prices and terms on application.  
Model Milling Co.,  
Celina, Ohio.

Crabbs, Reynolds, Taylor Co.  
Crawfordsville, Ind.

WE BUY  
WE SELL **CLOVER SEED**  
Write Us

WE BUY  
**CANE SEED**

AND

**GER. MILLET**

in straight cars, bulk and sacked

Quote us today

**H. K. COCHRAN CO.**

WHOLESALE SEED AND GRAIN

LITTLE ROCK, ARK.

## GRAIN WANTED.

WANTED—Yellow Ear Corn and Oats  
Straw. C. T. Hamilton, New Castle, Pa.

10,000 bushels of big yielding varieties of seed corn. Consisting of Relds, Yellow Dent, Silvermine, Leaming and Johnson County White Dent. Can furnish in large or small lots. McGREER BROS., COBURG, IOWA

**Red Clover**  
**Alfalfa**  
**Dwarf E. Rape**  
**White Clover**  
**Alsike**  
**Natural Grass**  
**English Rye**  
**Red Top**

**I. L. RADWANER**  
American Rep.  
**R. LIEFMANN**  
SONS  
Succ.  
HAMBURG

171  
Broadway  
NEW YORK

## WE BUY AND SELL

Clover, Timothy, Alfalfa, Millet, Seed Grain  
and Seed Potatoes.

Our Specialties—Wisconsin Pedigree Grains  
and Wisconsin Grown Seed Corn.

**L. L. OLDS SEED CO.**  
MADISON WISCONSIN



## We Buy and Sell

Wheat Screenings, Cane Seed, Salvage Wheat and  
Kafir Corn. Write or wire for prices.

**HENRY LICHTIG GRAIN CO.,** Kansas City, Mo.

## THE ILLINOIS SEED CO., Chicago, Ill.

## WE BUY AND SELL

TIMOTHY, RED, WHITE, ALSYKE AND  
ALFALFA CLOVERS, RED TOP, MILLETS  
BLUE GRASS, SEED GRAIN.

Ask for Prices. Mail Samples for Bids.

## "MAY BELL" Brand Pure Field

WE BUY **SEEDS** WE SELL

**ROSS SEED CO.,** Louisville, Ky.

## SEED CORN

We make a specialty of choice quality dry seed  
corn stock—car lots or less. Samples mailed on  
request. Corn that will grow.

**ALLEY GRAIN CO.,**

MERCER

MISSOURI

## The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples.

Toledo, Ohio

## Prompt or for Import

Clover  
Grass  
Field **SEEDS**

## Loewith Larsen &amp; Co.

150 Nassau St., New York

Have 10,000 Bu. **CHICKEN FEED WHEAT** on hand

Wire or Write for Samples and Prices

**HUHN ELEVATOR COMPANY**

Chamber of Commerce, MINNEAPOLIS, MINN.

Buy Our Celebrated  
**BADGER BRAND**

**Selected Seeds**  
and  
**Seed Corn**

**L. Teweles & Company**

Established 1865

**MILWAUKEE, WISCONSIN**

Pioneer Distributors of Pure Seeds

Alfalfa  
Red Clover  
Alsike Clover  
White Clover

**SEEDS**

Timothy  
Peas  
Vetches  
Rape

Always Reliable

**SEED CORN**

Best Results



# SEEDS FOR SALE—WANTED

## SEEDS FOR SALE.

**FOR SALE**—Timothy seed, large or small amounts. Write for prices and sample. J. M. Schultz, Teutopolis, Ill.

**FOR SALE**—Alsike Seed at \$16.50 per hundred pounds. Write for sample. C. C. Norton's Sons, Greenfield, Ohio.

**CLOVER SEED** wanted. Have buyers for car lots or less, clover. Mail samples and offers. G. S. Mann, Postal Tele. Bldg., Chicago, Ill.

**EARLY SEED CORN**—Yellow Dent, \$1.50 bu. The kind that gets ripe. Write for samples. E. J. Klingensmith & Co., R. R. 19, Indianapolis, Ind.

**SEED CORN FOR SALE**, either straight or mixed cars, sacked or in bulk. Get our prices before placing your order. Vermillion Seed Co., Vermillion, S. Dak.

**SEED CORN YOU WANT**—Imp. Reid's Yellow Dent, Leaming, Boone County White. Also Medium Y Soybeans and Clover. E. G. LEWIS, Media, Henderson Co., Ill.

## SEEDS FOR SALE.

**FOR SALE**—Medium Red Clover, Alsike Clover, Mammoth Clover, Timothy Seed. J. W. Richards, Ferris, Illinois.

**BLACKMAN & GRIFFIN COMPANY**, Ogden, Utah, handle Alfalfa Seed. Get their prices.

**CLOVER SEED**, extra good quality, for sale in carload lots or less. Write for samples and prices. Nathan Grain Co., Fort Wayne, Ind.

**FOR SALE**—A few cars of good black amber cane seed and one or two cars of red. Inquire quick. J. P. McClure Grain Co., Fowler, Kansas.

## SEEDS FOR SALE

Located in Best Clover section in Indiana. Write for samples and prices. S. Bash & Co., Fort Wayne, Ind.

## SEED CORN FOR SALE.

I have 4,000 bushels Reid's Yellow Dent at \$3.50 per bushel. Orders filled as received. Clarence T. Walton, Champaign, Ill.

## SEEDS FOR SALE.

### FARM SEEDS FOR SALE

Ida Co. Yellow Dent, White King, Seed Corn, White Bonanza, Emperor William Oats, Iderbucker Barley. Write for prices and samples. Allen Joslin, Holstein, Iowa.

## CLOVER SEEDS FOR SALE.

We are the largest dealers in Northwestern Indiana (the heart of the best seed section). Buy only of the grower at our 12 elevators and seed warehouses. We do not deal in any Foreign seed whatever. Write for samples and prices in car lots or less.

Stiefel & Levy,  
Fort Wayne, Ind.

## SEEDS WANTED.

**WANTED**—Seeds, all kinds; send samples and lowest prices. C. T. Hamilton, New Castle, Pa.

**WANTED**—Mammoth Clover Seed. Mail samples and lowest price. Walter C. Trumpler, Tiffin, Ohio.

## LEWIS & CHAMBERS,

Louisville, Ky.,  
are buyers, in season, of  
clover, timothy, red-top, etc.

**WANTED**—Clover Seed and Clover Tailings. Bad buck-horn lots our specialty. Send fair average samples with lowest prices. C. C. Norton's Sons, Greenfield, O.

## SEEDS WANTED.

Send samples and prices High Grade Red Clover, Timothy, Alsike, Alfalfa, Red Top, Millet, Cane, Kaffir Corn, etc.  
Blamberg Brothers, Inc.  
Baltimore, Md.

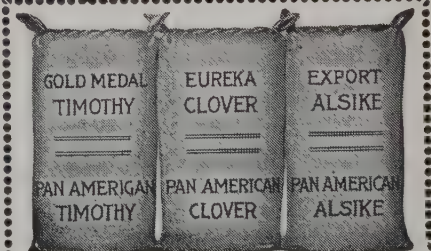
**WANTED TO BUY** medium, mammoth and alsike clover, also American grown white clover, also strictly Montana grown alfalfa. Submit samples and name lowest prices. Jameson, Hevener & Griggs, 181 E. 6th st., St. Paul, Minn.

## SEEDS WANTED.

German Millet, Timothy, Sapling, Medium Red and Alsike Clovers, Red Top, Cow Peas and Sorghum.

Wood, Stubbs & Co.,  
Louisville, Ky.

**SEEDS WANTED** Offer us at once, with samples. Red, Alsike and Mammoth Clover, Alsike and Timothy Mixed. We are buyers at once. **THE HYDE SEED FARMS, McFall, Mo.**



Timothy—Red Clover—Alsike—Alfalfa—White Clover—Crimson Clover—Canada Bluegrass—Kentucky Bluegrass—Redtop—Millets—Lawn Seed—Orchard Grass—Seed Grains—Peas—Popcorn, etc.

**WHITNEY - ECKSTEIN SEED CO.**

BUFFALO, N. Y.

Correspondence invited

# SEEDS

Grain, Clover and Grass Seeds,  
**CHAS. E. PRUNTY,**  
7, 9 and 11 South Main St. SAINT LOUIS



WE ARE BUYERS  
of  
Timothy  
Clovers  
Millets  
Flax, etc.

# SEEDS

Send Samples for Prices

TIMOTHY our Specialty **MINNEAPOLIS SEED CO.**  
MINNEAPOLIS, MINN

THE ALBERT  
**DICKINSON**  
COMPANY  
**SEEDS**

Timothy  
Clover  
Flax  
Agricultural

Grain Bags  
Pop-Corn  
Seed Corn  
Beans, Peas

CHICAGO

MINNEAPOLIS



# QUACK ADVERTISING

## (Misleading and Deceptive)

We had occasion not long since to point out misstatements in the advertising of certain moisture testers.

Now we are confronted with the advertisement of a certain grain drier, which contains statements so untruthful and misleading that a correction seems necessary. We could, of course, rely upon the recent ordinance prohibiting and punishing the publication or uttering of advertisements of untruthful and misleading character, but we prefer that the grain trade shall know the facts in the case rather than to invoke court proceedings.

1. The advertisement objected to states,

"The \_\_\_\_\_ drier is the only drier ever constructed which applies the drying air to *both sides* of the grain layer."

This is entirely false. In the HESS DRIER the drying air is, and for years has been, applied to both sides of the grain layers.

2. The advertisement reads,

"The \_\_\_\_\_ drier is the only drier which has a *return air* system."

Another misstatement. In the HESS DRIER the air from out-of-doors is passed through the cooling grain, then it is warmed and returned through the damp grain, thus passing twice through the grain.

Not only is this claim of the advertiser untrue and impertinent, but we have actually been compelled to commence a suit against the maker of the other drier for infringing our patent on this method of applying the air, and this suit is pending in the United States Courts. Purchasers and users are equally liable for infringement.

3. The advertiser states that the thickness of his grain columns is  $2\frac{3}{4}$  inches, and an expert would understand that the air, therefore, must travel only  $2\frac{3}{4}$  inches to pass through the grain.

Such is not the case, however, for the air does not go directly through, but passes vertically upward and downward to the escape outlets, considerably more than  $2\frac{3}{4}$  inches from the inlets.

4. The advertiser states,

"All \_\_\_\_\_ driers are constructed with *woven wire cloth* because we know that a hot steel plate will do injury to the product."

They have made this reference so often to our drier, which employs steel plates to support the grain, that we accept the mention as referring to the HESS DRIER.

Anybody knows that a hot plate of steel, *if it is hot enough*, will injure the grain, and we also know that corn may be burned in a cornpoper made of woven wire cloth; but it is pretty well known, too, that corn driers do not employ temperatures sufficient to burn or injure the grain in any case.

The Hess Drier does not employ HOT steel plates and the heat is not transmitted to the grain by the plates, but simply by warm air blowing over and under the plates, and through slots in the plates, and through the grain, and injury to the grain by such application of warm air is impossible, and the claim is ridiculous.

We do not object to a competitor's use of truthful statements and sound arguments, in advancing his own cause, and we feel sorry for a competitor who finds it necessary to use untruthful and misleading statements to exploit an inferior article.

The Hess Drier is not sold by misrepresentation; it doesn't need to be. It has never failed to do all that is claimed for it, and to bear out every representation we have made.

Large Hess Driers are installed at all of the Atlantic and Gulf export points, beginning at Portland, Maine, and including Boston, New York, Philadelphia, Baltimore, Newport News, Mobile, New Orleans, Galveston and Texas City. Terminal elevators equipped with large Hess Driers are found in the principal grain centers, and large and small Hess Driers are scattered in mills, elevators and country houses throughout the United States.

If there was anything superior to it to be found the Hess machine could not be so extensively sold.

We invite the closest scrutiny and investigation of our apparatus and our methods. We make driers of all sizes and capacities for all kinds of grain and seed. We own and operate our own factory, and keep a corps of competent drier men engaged the year around and ready for instant service.

If you contemplate the use of a grain drier, large or small, we solicit your inquiry and will be pleased to furnish printed matter and estimates, and to send a representative, if desirable.

## HESS WARMING & VENTILATING CO.

907 Tacoma Building, Chicago

Makers of MOISTURE TESTERS with *copper flasks*, for gasoline, gas, alcohol or electricity; also of *glass-flask* testers, after Department of Agriculture specifications, for alcohol and gas. FREE BOOKLETS.



## GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month at  
315 S. La Salle Street, Chicago, Ill.  
CHARLES S. CLARK, Manager.

### SUBSCRIPTION RATES

To United States, Canada and Mexico, semi-monthly, one year, \$1.50; one copy, 10 cents.

To Foreign Countries within the Postal Union, prepaid, one year, \$2.50.

A Red Wrapper on your Journal means your subscription has expired.

### THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain receipts, shipments, and cars leaking grain in transit, are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.

CHICAGO, ILL., JANUARY 25, 1914.

THE ADVENT of the oil engine has furnished many elevator men relief from high-priced gasoline.

THE MINNESOTA Supreme Court has recently held that memberships in the Minneapolis Chamber of Commerce and the Duluth Board of Trade are taxable as personal property. Inasmuch as these memberships represent a title to valuable real estate, the owners will be subject to double taxation. It does not seem possible that such a decision can hold good in the courts of last resort.

CARRIERS are guilty of technical violation of contract of carriage in permitting inspection of shipment contrary to the clause in the B/L "Inspection not permitted," under the decision of the Illinois Appellate Court in a case appearing elsewhere in this number, under the caption "Decision on B/L Clause 'Inspection Not Permitted.'" Shippers to central markets who fail to write on B/L request that carrier permit inspection often delay the grading and unloading of their grain.

THE CORN in Southern Illinois and Indiana is proving most disappointing. A late report, which equals many and surpasses most of the early complaints of the poor condition of the new corn, is that a farmer near Paris, Ill., filled his rail crib and found it necessary to take down the crib in order to move the corn. It had formed a compact mass which he could not break up so as to shovel it into his wagon. The elevator men who accept such stuff on contracts, or at any price, are very likely to regret it.

BETTER post the Government Corn Grades in your office and warn your patrons that you must use those grades after July 1, 1914. They may plant corn which will mature.

RAIL CORN CRIBS, standing uncovered in the fields, are hardly adapted to drying out corn. The grain man can quickly stop these slipshod practices on the part of farmers by purchasing all grain by moisture test and government grades. As soon as the farmers recognize that it costs them more to store corn in the open than to build weatherproof cribs they will take better care of their corn.

KANSAS politicians have been threatening to enforce a new law requiring every grain elevator in the state to be equipped with a fire escape. Not because men have been burned to death in the upper story of any grain elevator in that state, but because the politicians' friends want the money for ladders. Each number of the Grain Dealers Journal contains reports of many fires but never yet has it reported a loss of life due to an employee being caught in the upper stories of a country elevator. We doubt if any lives have been so lost or complaint made of the alleged danger.

OUR Michigan news column discloses another sufferer from billing shipments open direct to consignee. The only safe way for a shipper to protect his own interests is to bill to himself and then endorse to consignee attaching draft to B/L so that a railroad company has no knowledge of any interest in the grain other than shipper's until the B/L is presented. Then carrier knows it has no authority to deliver the grain (or beans as it was in this case) to anyone but the shipper. So many shipments have been lost the last few years on open Bs/L that it would seem that none would take chances through their use.

HIGH ground rentals and burdensome conditions of ground leases is driving country elevator men to building their new plants upon their own ground where they will be independent of railroad dictation and be able to collect for their house in case it is burned by sparks emitted by passing locomotives or wrecked by a derailed train. The new leases the railroads are now attempting to force upon country elevator men at extortionate rentals contain so many objectionable features that few grain dealers can afford to accept them. Not only do they release the railroad company from liability for wrecks, fires and any damage which may come to the elevator man's property, but make him liable for nearly everything that occurs within a block of his plant. Some of the leases are filled with so many unreasonable requirements as to make them absolutely ridiculous.

FREEZING damp corn to prevent its heating has proved a very dangerous practice for an open winter like the present. The only safe plan is to clean and dry well before shipping.

ILLINOIS elevator men who have been storing grain for their farmer patrons as a rule have given notice that henceforth they will not store for anyone. In some cases the scheme proposed of storing free for 30 days might prove very satisfactory, but on the other hand if the farmer did not see fit to sell his grain so stored, the elevator man would not be in position to charge storage and several very valuable bins might be tied up solely for the accommodation of one or two patrons. It is much safer to store under no conditions until the trade has a chance to learn what the Public Utilities Commission will require of those operating public storehouses.

A FREIGHT CLAIM agent of a large railroad system recently addressed a convention of grain men and concluded his remarks by saying "We want your sympathy, co-operation and love." That is probably what most railroads want, so as to enable them to better avoid the payment of claims. Some Illinois roads are refusing to pay claims where no evidence of leakage is shown. Others are transferring Justice court cases direct to the Federal courts. Still others require the presence of the weighmaster to corroborate the weights reported. Railroads are placing every possible obstruction in the way of shippers who attempt to collect claims against them, as is evidenced by complaints against the Wabash in this and the preceding number. What is the experience of other shippers?

MODESTY occupies an important place in the make-up of the average grain man. At conventions most of them will steadfastly refuse to address the audience, even when directly asked. A convention is not an oratorical contest. It is a meeting-place for members to exchange views. Many a grain man will listen to a speaker and say (to himself) that he knows the speaker is wrong or that he can corroborate the speaker's statements from his own experience; and yet at the mere thought of standing on his feet and telling his fellow-dealers what he knows, he will grow weak in the knees and incoherent. The most valuable part of a convention program is the time devoted to a general discussion, by the members, of the live problems of the trade. Every grain man should, before going into the convention hall, formulate some clear-cut, independent thoughts on current problems or a concise statement of some individual experience, and then stand on his feet and give them to the assembled grain men. Too many good ideas are aired only in the corridors and hotel lobbies.



AN ILLINOIS shipper signs his B/L "Signed under protest, legal rights reserved," his idea being that a railroad cannot legally limit its common law liability. Shippers owe it to themselves to protest against any attempt to limit it.

A NEBRASKA buyer who bought a farmer's crop and failed to get it suffered a loss of \$354, and, contrary to the usual practice of country buyers, brought suit for the full amount of his loss and finally has recovered. Whenever grain buyers insist that farmers live up to their contracts, farmers will make a practice of doing so. Grain buyers have been so lax in the matter of requiring fulfillment of contracts that it is a wonder any farmers ever are willing to fulfill the contracts even when in writing. Grain buyers have it in their power to bring about a quick reform and they owe it to their business to do so.

THE EXTENSION in the powers of the Interstate Commerce Commission to cover railway finances, now being vigorously agitated at Washington, ignores the overloaded condition of the Commission's docket at present. The Commissioners are a body of hard-working, conscientious men and are now doing all of the work humanly possible. Placing additional duties on the Commission will demand its complete reorganization and the appointment of many assistants. This phase of the situation has received but little attention so far but is highly important. Regulation by a small group of highly trained and learned specialists is one thing; regulation by a large force of over-worked clerks is another.

SIX MONTHS has been agreed to, according to reports of the B/L hearing at Washington, by certain shippers and the carriers as a reasonable time limit for the filing of loss and damage claims. No reason is apparent why a transportation company is entitled to special consideration in this matter. The ordinary merchant knows himself liable for all legal obligations under two years old. It is indefensible that the railroads should be released from the statute of limitations. The roads argue that the prompt presentation of claims saves the carriers a lot of trouble looking up their records. The same argument, however, holds with other classes of corporations. The real reason for the arbitrary time limit is that it enables the carriers to save thousands of dollars by outlawing claims in this way. Shippers are entitled to the same time to collect their claims against the railroads as the railroads have in collecting their charges from the shippers. The tremendous influence of American transportation corporations should not be permitted to force shippers to sign a B/L containing any limitation for the filing of claims other than that obtaining under the common law.

KEEP COSTS. Read Mr. Bosley's paper on bookkeeping, as published in the Indiana proceedings, and resolve to know at all times exactly how much it costs you per bushel to handle grain. Fair competition is only possible when all buyers at a station know what are their actual costs of doing business.

GRAIN shippers at Pullman, Wash., recently gave serious consideration to the handling of grain in bulk only. It was shown by a careful statistician that it cost considerably less to market grain in bulk than in bags, and all received with favor the information that sixteen new bulk handling elevators had been erected in the state during the past year. From now on the increase in the number of bulk handling elevators on the Pacific coast will be rapid and handling grain in bags will soon be an expensive memory.

THE REDUCTION in the ocean freight on corn from the Argentine Republic to United States ports may greatly increase the movement of this grain. The rate to New York was at one time equivalent to 13½¢ per bu.; at last report it was between 4¼¢ and 6¢. The new crop will not begin to move until the latter part of February but its influence will be exercised in all United States markets. However, it will be necessary for feeders to grind, soak or cook it in order to get satisfactory results from its use.

IT IS encouraging to note that two line elevator companies have come to the conclusion that the inexperienced elevator manager is a cheap makeshift who in the long run costs more than the best obtainable. Accordingly both are now advertising for live, progressive elevator agents who are keen-minded, alert, well-posted and progressive enough to keep posted in order that they may earn the high wages it is proposed to pay them. With these companies the agents who are able to render the most efficient service will draw all the larger salaries and the mediocre laggards will be put in the discard.

FARMERS favored with free storage for their grain in an Illinois elevator which burned recently refused to have anything whatever to do with the salvage, claiming that they stored the grain under the impression that it was fully insured. Now the elevator owner has a number of lawsuits on his hands, even though he did not insure the grain or intend to insure it. Elevator owners who persist in thus favoring their farmer patrons with free storage owe it to the farmers and themselves to post large placards conspicuously in their office and elevator to the effect that "GRAIN IS STORED FREE, BUT AT OWNER'S RISK OF FIRE, WIND AND WATER."

OUR news columns disclose many new contracts made and completed for concrete grain storehouses. Notwithstanding such plants cost considerably more than wood, the builders know that even though the contents do burn, which is not at all probable, the concrete walls will stand, ready for a new load.

SOUTH DAKOTA'S fire hazard expert, who has long been the champion of high-ceiling, well lighted, clean, cement basements will be delighted to learn that Indiana has started to build elevators with such basements. Henceforth it will waste no grain when a choke-up occurs, and the basement will be kept clean all the time.

NORTH DAKOTA, which has long suffered from an over abundance of elevators at many country stations, is gradually getting relief through the razing of many of the old out-of-date houses and the moving away of some of the more modern plants, so that the average business per elevator at these stations is now better than ever, and more of the houses will be kept open the year around. Tramps have also contributed largely to the reduction of the number of houses by carelessly building camp fires in some of the closed houses.

SHIPPER everywhere will delight in the success of T. U. Fox of Sinclair, Ill., who has successfully sued the C. & A. R. R. for \$358.50 damages due to carrier's failure to furnish him cars for the shipment of corn. The railroad company obtained its right of way for the purpose of supplying transportation facilities to the people along its line and when it accepted the ground it virtually entered into an agreement to render such service. Having failed to fulfill its part of the contract the people are rightly entitled to damages for any loss suffered by its dereliction.

THE WORK of the Crop Improvement Com'te of the Council of Grain Exchanges in promoting better agriculture is particularly deserving of the co-operation of the grain man. The Com'te is now devoting itself particularly to the organization of farm buros in every county with an expert agriculturist in charge, to work with the farmers and aid them to apply to their own farms the vast amount of expert information sent out by government experts and others. This has been the weak link in other plans for agricultural improvement. The county farm buro is the most practical method of handling this problem and is highly successful in the many counties in which it is now covering. The grain dealer should write to the Com'te, which maintains headquarters at Chicago, and co-operate with it. It will cost him but very little in time and money; and the sacrifice is worth far more than its value.



MARQUIS wheat is being distributed by a number of northwestern elevator men to their farmers for seeding purposes. This is practical crop improvement. The most important single factor in the production of good crops, and the one factor most persistently neglected, is good seed. The grain man, in his role as seed merchant, should see to it that his farmer patrons plant only clean, vigorous seed of the variety best suited to local conditions.

THE VALUE of the "Leaking in Transit" reports published in the Grain Dealers Journal as a source of information in the collection of claims was emphasized strongly by Sec'y Riley at the Indiana meeting. These reports have helped to collect hundreds of dollars in claims. Every grain man should make it a habit to watch passing trains for leaky cars and to send in a report of every one he sees leaking grain. It will be as bread cast upon the waters.

## Landlord and Tenant.

Our news columns disclose ever increasing controversies over the proceeds of tenants' grain and an investigation of the number of tenants in each state causes one to wonder why regular grain dealers do not have more trouble than is reported.

According to the census of 1910, the per cent of farms operated by tenants in the different states was as follows:

Illinois	41.4	Nebraska	38.1
Indiana	30.0	New York	20.8
Iowa	37.8	North Dakota	14.3
Kansas	36.8	Ohio	28.4
Kentucky	33.9	Oklahoma	54.8
Michigan	15.8	Pennsylvania	23.3
Minnesota	21.0	South Dakota	24.8
Missouri	29.9	Texas	52.6
Montana	8.9	Wisconsin	13.9

The laws of nearly every agricultural state are designed primarily to make the grain dealer in reality a rent collector for the landlord, and so long as these laws remain on the statute books the grain dealer is duty bound to keep a list of the tenants and their landlords and exercise due care in dealing with them.

One Illinois dealer, told of in our news column this number, found an easy and inexpensive way out of his trouble. He simply deposited the balance due tenant with the clerk of the court and let the landlord and tenant fight out the controversy at their own expense and without worry to him.

On the other hand, a decision of the Supreme Court of South Dakota, quoted elsewhere in this number, makes the farm lease a lien on all crops until the rent has been satisfied; so one South Dakota grain dealer had to pay twice for the same grain.

Statistics prove that the landlord and tenant problem is of growing importance to the regular grain buyer and one to which he must give more serious consideration than heretofore.

MINNESOTA'S right to be classed as a corn-growing state is assured. In this issue we report that a 14-year-old Minnesota boy produced 133.91 bus. of corn on one acre; and also that James J. Hill lost a \$1,000 wager that Minnesota could not grow a 14 inch ear of corn. The corn belt is moving steadily northward even Manitoba is now growing corn.

## Need New Arguments at Washington.

Grain dealers, and farmers who are operating co-operative grain elevators, who know that the freedom with which their operations are at present conducted, will be greatly restricted by the enactment of pure food and anti-future legislation under bills which are being introduced from time to time by Congressmen who do not discriminate between good and evil, must fortify themselves, before addressing investigating committees, by preparing new arguments.

For very many years past delegations visiting Washington have been accorded respectful consideration of what they termed "our" interests. Lumber, agriculture, manufacture and banking interests had only to make it plain that "their" interests would suffer to receive prompt protection under any contemplated legislation.

The railroads did not desire enlargement of the powers of the Interstate Commerce Commission, manufacturers did not want the duties reduced, the farmers opposed free wheat and the bankers objected to the currency bill. Yet, all this legislation was enacted. The farming interests are numerous and influential; but from the standpoint of the legislators in power at Washington they are only a part of the general public, and Washington now is attempting to legislate for the ultimate consumer and the "man in the street."

To show a Congressman that contemplated legislation will injure a certain industry and that such bills therefore should not be enacted is folly. Congress now is aiming at everything that smacks of special interest, privilege or private monopoly. Much of the legislation aimed at the New York Stock Exchange has its rise in the belief that that private organization enjoys a monopoly of speculation.

Legislation harmful to the country elevator operators and the grain exchanges will never be enacted into law if the members of the trade will make it plain to each member of each new Congressional Com'te to which these bills are referred that the trade as at present conducted is no monopoly, enjoys no special privilege, affords the smallest investor as well as the wealthiest citizen full opportunity and distributes the grain crops at such low margin of profit that any legislation could only increase the margin between producer and consumer.

IF EVERY elevator man whose plant is destroyed by sparks emitted by a passing locomotive would sue the railroad company for the full amount of damages resulting more care would be exercised by the railroad companies in preventing sparks being cast upon adjoining property. Much of this danger could be eliminated if the railroad companies would refuse to grant a site for an elevator unless it was iron-clad, or if the elevator owners would refuse to accept from builders any houses which were not iron-clad. So many losses have been traced direct to the shingle roof, the wonder is any insurance company can be so risky as to continue issuing policies on elevators so exposed.

## Contract Creates Landlord's Lien.

The Supreme Court of South Dakota on Oct. 23 decided against the South Dakota Grain Co., operating an elevator at Letcher, S. D., in the suit brot by Wm. McGarvey, landlord, against his tenant, O. C. Prince, and the grain company, to recover the value of grain sold to the company.

The tenant had an ordinary farm lease, but it contained also the following provision: "All crops grown on above described land shall remain in the possession of first party until the rent payments have been satisfied." The lease was recorded in the office of the register of deeds of Sanborn County. In 1912 Prince grew a crop of small grain and on Aug. 8 delivered it to the elevator. McGarvey brot suit to recover the \$800 cash rental and interest, but the Sanborn County Court decided in favor of the grain company, and he took an appeal to the Supreme Court, which decided in his favor, two judges dissenting.

Judge Smith said: The only question is whether the provision in the lease that "all crops grown on above described land shall remain in possession of the first party until the rent payments have been satisfied" operates to create a valid lien to secure payment of the stipulated rents. A lien is a charge imposed upon specific property by which it is made security for the performance of an act (Civ. Code, § 2017), is created by act of the parties (Civ. Code, § 2022), and transfers no title to the property (Civ. Code, § 2026).

We are of opinion that the clause in the lease, giving the lessor possession of all crops grown on the leased premises until the rent notes were paid, was intended and is sufficient to constitute a valid contract to pledge the crops as security for payment of the rent (section 2105, Civ. Code), which contract was valid as between the parties and third persons having knowledge thereof. As between the parties to the contract and such third persons, the lessor had the right to take possession of the property for the purpose of perfecting his pledge in any event, and therefore can maintain this action. It is conceded by the allegations of the complaint and the demurrer that defendant elevator company purchased and took possession of the grain with the knowledge of the plaintiff's rights under this lease and therefore stands in no better position than the tenant himself. Van Zile on Bailments (2d Ed.) pars. 237a, 238. It follows that the trial court erred in sustaining the demurrer.—143 N. W. 380.



The power of a man increases steadily by continuance in one direction. He becomes acquainted with the resistances and with his own tools; increases his skill and strength and learns the favorable moments and favorable accidents. He is his own apprentice, and more time gives a great addition of power, just as a falling body acquires momentum with every foot of the fall.—Emerson.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Firm's Responsibility for Salesman's Quotations?

*Grain Dealers Journal:* Can a traveling salesman call on a shipper and mislead him by bidding over and leave the shipper to stand the loss when the shipment to his firm falls short in selling by \$3.50 per ton?—M. A. Billings, Emmetsburg, Ia.

### Was Demurrage Excessive?

*Grain Dealers Journal:* I had a car of hay in transit three weeks, and would like to learn how many days it should take a car to travel from Emmetsburg, Ia., to Kansas City, Mo. Can the buyer charge demurrage?—M. A. Billings, Emmetsburg, Ia.

**Ans.:** Altho both Emmetsburg and Kansas City are on the Rock Island Lines, the route is roundabout, with probable loss of time at junctions of the different branch lines.

Charging demurrage is governed by the understanding between shipper and receiver. A commission merchant will hold a car over a few days when in his judgment the market will improve. When he does this for the benefit of the shipper the latter should pay the expense.

### Interest on Sight Draft?

*Grain Dealers Journal:* I shipped a car to Cincinnati, O., and the receivers paid my draft Oct. 28. The car arrived Nov. 6, was weighed Nov. 13 and they charged me interest on the draft, \$1,037, for 14 days.

How many days should I pay interest for?

If I loaned a farmer the same amount on Oct. 28 and he delivered his corn Nov. 6 and I shipped it out Nov. 13, how many days should I charge him interest?—J. S. Cameron, Elliott, Ill.

**Ans.:** Sec. 1 of Rule XV of the Cincinnati Chamber of Commerce provides that "On all grain consigned to any member of the Chamber, shipped to Cincinnati, subject to either Cincinnati Chamber of Commerce weights or inspection, or both, the receiver shall charge the current rate of interest to the date of the weight certificate when the trade is made on Cincinnati weights or to the date of the inspection certificate, when the trade is made on Cincinnati inspection and other terminal market weights. Provided, however, that in no case shall interest be charged beyond a maximum of five days from the date of inspection; except that it shall not be required to charge interest on purchases to be shipped from other terminal markets where such purchases are made on either weights or inspection of said terminal markets."

Based on the foregoing rule the receiver could charge 16 days' interest; but as the charge was for 14 days the date of inspection controlled, Nov. 6 being 9 days after

Oct. 28, and the five days' allowance under the rule making a total of 14 days.

Interest on loans to farmers should cease on the day buyer weighs the grain into his elevator. If held in store at request of farmer interest should continue until farmer permits shipment.

### Finds "Parable" a Useful Argument.

*Grain Dealers Journal:* About a year or so ago the Journal published the "Parable of the Grain Shipper" by a Kansas correspondent. We have lost our copy of it and would like to replace it. Something of this kind comes handy to shoot into the farmers when they make threats of shipping their grain and cutting the elevator man out.—R. B. Cowgill, mgr., Mt. Victory Milling & Grain Co., Mt. Victory, O.

**Ans.** The Parable of the Grain Shipper was published on page 238 of the Journal for Aug. 10, 1911.

### Carrier's Liability Ceases on Delivery.

*Grain Dealers Journal:* The railroad contends that we cannot recover for loss from a car (of grain) following the delivery of car to receiver as evidenced by said receiver entering and beginning to unload car. The loss from theft occurred within the free time limit; and car broken into at night of the day when receiver began to unload by wagon (requiring all the free time to finish the unloading).

Car did not leave the tracks of the railroad. Claim for shortage by theft was declined because the theft took place after we began to unload, instead of before. Can the railroad disclaim liability?—S. R. Yantis, Fulton, Mo.

**Ans.:** Carrier's liability ceases when carrier loses control over the property by the receiver entering car, taking possession and beginning the unloading.

### Reimbursement for Coopering Cars?

*Grain Dealers Journal:* While at a recent grain dealers convention one of the delegates in addressing the meeting stated that a law was in effect providing that railway companies were obligated to stand a fee of 90c, or thereabouts, to cover cost of material and labor of coopering cars before loading grain, on the ground that carriers are required to furnish equipment in proper condition to load the commodity for which it is furnished.

Is there such a law, and if so where can it be found; also is it resultant of a Supreme Court order, or an Interstate Commerce Commission ruling, or some state law?—W. Z. Sharp, Sioux Falls, S. Dak.

**Ans.:** South Dakota has a law enacted last year and published in full in the Journal June 25, page 940, requiring the railroad to cooper cars; and in case of failure to do so, authorizing the shipper to recover his expense by civil suit against the carrier.

As fully reported in the Grain Dealers Journal July 25, page 148, a New York shipper, Leslie G. Loomis was given judgment by the Court of Appeals against the Lehigh Valley Railroad Co. for the value of lumber used in coopering cars for shipments wholly within the state. The federal courts would have jurisdiction of interstate shipments.

A few years ago tariffs were in effect allowing 80 cents per car for coopering, but these have long since expired.

Read answer to similar question in the Journal Mar. 25, page 440.

Interstate Commerce Commissioner Meyer in a decision given Feb. 4, 1913, upheld the payment to grain shippers of 80 cents per car, as per tariff, for material used to prevent leakage from cars.

It is unlikely that the Interstate Commerce Commission will order a general rule requiring carriers to reimburse shippers, for the reason the Commission holds it to be the duty of the carrier to place the car in fit condition, and that the shipper should refuse to load cars needing coopering. The Supreme Court of the United States has not had such a case before it.

### National Hay Ass'n Officers.

*Grain Dealers Journal:* Please give us the names and addresses of the officers of the National Hay Ass'n.—Evansville Hay & Grain Co., Evansville, Ind.

**Ans.** D. W. McMillen, pres., C. T. Wade and R. N. Martin, vice-presidents; J. Vin-ing Taylor, Winchester, Ind., sec'y-treas. Report of the Ass'n's June, 1913, meeting, together with election of officers, is given on pages 50-51 of the Journal for July 10, 1913.

### Application of Pure Food and Drugs Act?

*Grain Dealers Journal:* Suppose a hominy mill buyer buys new corn from a farmer to be delivered Oct. 1 to a river landing in bags, the corn containing 25 per cent or more of moisture. The corn is delivered to the river landing and ricked up in large piles and no cover put over the corn; it is exposed to all kinds of weather. After lying on the bank a week or more the corn becomes hot in the bag and is damaged by the weather and by the heating.

A boat steams along and picks up this corn and delivers it to the hominy mill in this damaged condition.

Who is supposed to see to it that this hominy mill does not make hominy or any other food out of this damaged corn?

I think it is about time for Americans to see to it that these hominy mills and corn product manufacturers are not allowed to manufacture corn foods out of this damaged corn and to put it on the market for us to buy and eat.—Fenley Greenwell, grain inspector for the Wabash Elevator Co., Uniontown, Ky.

**Ans.:** Under the Pure Food & Drugs Act, if corn becomes decomposed in transit from one state to another the federal government can seize and condemn it. After manufacture the hominy, if unwholesome, can be seized by the government, and in many states, by the state pure food officials. Some cities and other municipalities have food inspectors who condemn decayed fish and swelled cans of preserves. There is no authority to station a state or government inspector at the doors of the hominy mill to inspect all corn taken in. Grain inspectors now acting under state or exchange authority simply determine the quality of the corn as between buyer and seller for commercial purposes only, and do not assume to forbid the use of spoiled grain.

### Signing B/L.

*Grain Dealers Journal:* Referring to the Journal of Dec. 25th, in "Asked-Answered" page 936, an inquiry by C. M. Co. "Is the shipper compelled to sign a bill of lading" and is followed by a reply that "Shipper is under no obligation to sign a B/L. Signing B/L assists the carrier to hold the shipment down to a lower value in case of loss or damage."

Is this a decision of the I. C. C.?

We are handling in the course of our daily business many Bs/L and think we can safely say that not one of these Bs/L comes to us otherwise than signed, and we assume it is, and believe it to be, the general practice to sign Bs/L.

Therefore, we wish to ask in connection with our inquiry above, if any transportation company accepts freight and



issues Bs/L unsigned by the shipper?—J. C. Smith & Wallace Company, Newark, N. J.

**Ans.**—Western Classification No. 52, effective Nov. 1, 1913, presents the railroad side of the question of shipper signing B/L. This, however, is not law, but represents the carriers' desires. Rule 9 of the Classification permits the shipment without shipper's assent to the conditions, but at an advance of 10 per cent above the rate on a signed B/L. At first the carriers demanded 20% increase over the regular rate. The courts have held that when there is by agreement, a substantial reduction of the carrier's liability, it is proper to grant a reduced rate. Sec. E, of Rule 9, provides:

"When the consignor gives notice to the agent of the forwarding carrier that he elects not to accept all the terms and conditions of the Uniform B/L, but desires a carrier's liability service at the higher rate charged for that service, the carrier must print, write or stamp upon the B/L a clause signed by the agent reading 'In consideration of the higher rate charged the property herein described will be carried at the carrier's liability, limited only as provided by law, but subject to the terms and conditions of the Uniform B/L in so far as they are not inconsistent with such common carrier's liability.'"

Altho the foregoing rule is contained also in the Official Classification and has been filed with the Interstate Commerce Commission, this does not mean that the Commission has approved the 10 per cent extra charge for the discharge by the carrier of its full duty to the public. On complaint by any shipper the Commission will approve or disapprove of the extra charge. The sole reason that shippers generally sign the B/L is that they get the schedule rate.

## Coming Conventions.

Feb. 4-6—Farmers Grain Dealers Ass'n of Minn., Hotel West, Minneapolis.

Feb. 10-12—Iowa Farmers Grain Dealers Ass'n at Waterloo, Ia.

Feb. 17-19—Illinois Farmers Grain Dealers Ass'n at Ottawa, Ill.

May 26-28, Kansas Grain Dealers Ass'n will hold its annual meeting at Kansas City.

June 2-3—Illinois Grain Dealers Ass'n at Cairo, Ill.

October.—Grain Dealers National Ass'n annual meeting 3 days during week of Oct. 11 at Kansas City, Mo.

'EXPORTERS in the North American Export Grain Ass'n are gratified at the success of their efforts toward prompt payment for shipments to Europe. One point for which the new ass'n has been earnestly striving was payment for shipments from Virginia ports on the basis of 14 days' drafts on all sales to the United Kingdom by members. The Liverpool Corn Trade Ass'n had cabled Dec. 16 that it could not accept these terms and would adhere to 30 days. A more reasonable attitude is shown since, Sec'y Frank E. Marshall having received a cable Jan. 14 from the Corn Trade Ass'n "Directors decided to accept on trial 12 months, 14 days Virginia."

## A NEW YEAR'S RESOLUTION.

To do my level best today and every day.  
To be happy and radiate that happiness so that it will touch and help others.  
To make some progress, every step.  
To learn, to understand, to grow.  
To give of my best to my employer.  
To realize that I must begin with myself in order to attain improved conditions.  
To judge myself, not others.  
To recognize the little things as opportunities, to master them so that I may be ready for the call to larger ones.  
To use my feet when needed—my brain all the time.  
To be loyal, faithful, true to myself, my family, my employer, and my fellow man

# Letters From Dealers

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

## Tie to a Good Commission Man.

*Grain Dealers Journal:* Numerous solicitors are on the road praying for business, but we can not do business with them all to our own good.

I think it pays to tie to a good commission man, and not scatter your business over all kingdom come, as this would result in a lot of small accounts and not so good service at the commission end of the game.

What say our brother dealers?—A. L. Doeg, Lake Park, Minn.

## Wabash Holds Record for Delaying Payment of Claim.

*Grain Dealers Journal:* We note letter of C. M. Kerlin & Co., Delphi, Ind., relating to slowness of Wabash R. R. in settling their claim and asking if any can beat it. Kindly convey our congratulations to them in being able to collect their money so quickly, also listen to our tale of woe.

On November 11, 1911, we loaded a car of corn at New Haven, Ind., consigned to Buffalo, N. Y. Car was in transit 23 days, being transferred in transit, and we sustained a loss of \$224.34 account of heating. Claim was filed Dec. 21, 1911, and is still unpaid. We were asked for and furnished 3 sets of papers, 2 sets being lost or mislaid. Since filing our claim one freight claim agent died, possibly from worrying over new excuses for delay in payment of our claim, but, as the writer is a young man in good health, we no doubt will be able to report payment before he cashes in. Can anyone beat this?—Respectfully yours, Stiefel & Levy, per Levy, Fort Wayne, Ind.

## Stick to Business at Conventions.

*Grain Dealers Journal:* At the convention of the Tri-State Vehicle and Implement Dealers Ass'n last autumn at Louisville, Ky., all addresses of welcome, responses, and mutual admiration speeches were omitted. The dealers had too many important business matters requiring discussion to waste time in the exchange of bouquets.

Most convention programs seem to show little regard for the value of the audience's time. When a man travels hundreds of miles to attend a convention, it is costing him a great deal in both time and money; and he can reasonably expect tangible benefits to justify this expenditure.

It may be argued that the value of attending a convention is largely intangible and lies principally in getting acquainted and in enjoying social pleasures. Both of these benefits are very real; but they are best obtained outside of the convention hall. I am not arguing for the elimination of all pleasure and jollity in conventions. They have a proper and valuable place, but these should not be mixed with the more serious purposes of a meeting.

Let the delegates have a thoroly enjoyable time before and after meetings; but once the meeting is called to order, it should be devoted entirely to serious business discussion. In this way the sessions can be greatly shortened and the dealers will pay closer attention. More good work will be done; and more time will be available for the social activities.—Wallace McMillan.

## Why the Co-operative Elevator Was Started.

*Grain Dealers Journal:* I drove to town about the middle of November and asked to sell a load of corn at the elevator. The manager looked at me sourly and said "We don't want corn at all." I replied "How am I going to pay your people for the coal I had and lumber I bot?" "Oh," said the manager, "If you owe the company we will take your corn." So I pulled the load onto the scales, and shoveled it into the crib, as I needed money and was rather despondent in not being able to sell more. I did not ask the price nor how much he took for cob and moisture. He took 86 pounds for a bushel, which rather surprised me.

I had a 26-inch box as full as I could stamp it, of corn dry and sound. They left me 23 bus. Said I, "Corn is not holding out this year, is it?" Said he, "I should say not." Then I paid my coal bill and drove off with enough to buy a sack of flour. I went home with a heavy head.

I sat up all that night and studied. I had lost all my hogs with the plague. Had 9 weeks drouth; got no oats but the seed back. What was I to do when rent time came round?

I just went out and hitched up my ponies and drove over the highways asking every man I met if he would not take an interest in a farmers' elevator. Most of them said it had been tried at Emmetsburg two or three times, but that it could not be done. I said it can and it will if I had to play it alone. So I went to the editor and got out a few bills and put a notice in the paper in town and sent for a speaker. At the meeting we passed subscription papers and 100 farmers present took \$1,500 stock. Since then we have \$6,000 to \$7,000 subscribed and all have not reported.

This should show what a grievance will push a man to. At the time I sold that corn there were three elevators claiming to do business, but not one of them wanted any corn nor do they yet.

We have been asked by two of the companies to sell their elevators to the farmers; but the farmer stockholders will decide later what they will do.—M. A. Billings, mgr. at present of Farmers Elevator Co., Emmetsburg, Ia.

F. D. COBURN, for 20 years sec'y of the Kansas Board of Agriculture, resigned Jan. 16 because he felt that he had held the position long enuf and he wanted to make way for a younger man.

ALL DETAILS of a sale must be promptly mailed to the shipper by the commission merchant, according to a bill recently introduced in the United States Senate, under penalty of a \$500 fine.

A BILL prohibiting the transmission of stock quotations over telegraph or telephone wires, except from incorporated exchanges; also abolishing matched orders and wash sales and fixing a minimum margin of 20% on all transactions, was introduced in Congress Jan. 12.



# Grain Movement

## IDAHO.

Rathdrum, Ida., Jan. 21.—About ½ grain still in farmers hands.—S. L. Farnsworth.

## ILLINOIS.

Peterstown sta. (Mendota p. o.), Ill., Jan. 16.—Grain beginning to move, but greater part in farmers hands.—T. C. Sondgerott, mgr. Farmers Elvtr. & Sply. Co.

Lodge sta. (Monticello p. o.), Ill., Jan. 20.—Have handled little of new corn crop; in bad condition to handle.—G. J. Timmons, mgr. Roy. H. Jones & Co.

Oquawka, Ill., Jan. 10.—No corn being offered at present; farmers have little on hand; are holding that for higher prices; not many farmers feeding cattle this winter.—A. M. Thornton.

Galesburg, Ill., Jan. 21.—Feeders taking all corn offered; so far have not bot any of this crop; not many oats offered; think movement will increase before long.—E. Larimer, mgr. Farmers Galesburg Elvtr. Co.

Rio, Ill., Jan. 19.—We have not shipped a car of grain, corn or oats since Nov. 28; have not been able to buy a bu. of new corn this year; farmers are holding grain for higher market in this vicinity.—Rio Grain Co.

Green Valley, Ill., Jan. 19.—Some of these days the grain trade will wake up to find out that there is not nearly as much grain to market as the reports show.—G. G. Waltmire, mgr. Farmers Grain & Coal Co.

Osman, Ill., Jan. 20.—Grain moving slowly; in bad condition; no No. 3 corn, mostly Sample; very little moved, not more than 15,000 or 20,000 bus.; if weather continues warm and damp little will be moved this month.—John Reardon.

Decatur, Ill., Jan. 19.—Oats on hand firmly held; prices not high enuf to move; discounts for off grade corn severe, for this reason movement has been cut down considerably; some stations have not handled over 3 or 4 cars corn so far this year; mild weather has been great corn saver on farms; however, farmers disposition toward selling when we have favorable weather remains to be seen.—Conley, Quigley & Co.

## INDIANA.

Walton, Ind., Jan. 21.—Corn half gone. Farmers will sell at 85 cts. per hundred.—L. McFadden.

Nappanee, Ind., Jan. 21.—About 25% wheat and 70% corn left; want more money.—G. D. Stauffer.

Huntington, Ind., Jan. 7.—Little corn moving; in poor condition for handling.—Silver & Gelzlerchter.

Vincennes, Ind., Jan. 19.—Some corn being bot here as low as 10 to 15c per bu.; very poor qualities.—S.

Crawfordsville, Ind., Jan. 16.—Corn scarce; little will be carried over; may have to ship in feed for local use, especially corn.—H. T. Stout.

Stockwell, Ind., Jan. 22.—About 15% of wheat left in farmers hands; corn about half marketed.—H. E. Campbell, mgr. Lauramie Grain Co.

Fort Wayne, Ind., Jan. 23.—Unless we get freezing weather soon to change bad condition of corn, it is not probable that it can be marketed in such a manner as to bring profit to sellers.—S. Bash & Co.

## IOWA.

Grand Mound, Ia., Jan. 22.—We have had no movement of corn; feeders have bot a little. Half of the oats crop has been sold.—John Miller.

Union, Ia., Jan. 22.—Business has been enormous, having shipped 210,000 bus. grain from June 1, 1913, to Jan. 1, 1914.—H. C. Moore, mgr. Union Grain Co.

Washta, Ia., Jan. 16.—Oats and barley nearly all marketed; considerable corn back, but most is in strong hands; held for higher prices.—J. K. McGonagle.

West Chester, Ia., Jan. 19.—No corn to ship out; corn changing among farmers at 65 to 70c; considerable oats in farmers hands; held for higher prices.—H. W. Luers & Co.

Wyoming, Ia., Jan. 23.—Not much grain shipped out; receive about 50 cars corn during year. Lots of feeding in this section; are in the market for corn the year round.—Beckwith & Inglis.

## KANSAS.

Moray, Kan., Jan. 10.—No corn shipped from or to this station.—Jas. M. Powell.

Barnes, Kan., Jan. 10.—Selling lots of corn at present time.—J. Mayes, Mayes & Wright.

Tisdale, Kan., Jan. 9.—Corn being shipped in for feed.—F. C. Coffey, Bartlow & Coffey.

Cicero, Kan., Jan. 9.—Not much grain moving; shipping in a few cars northern corn which sells readily to farmers.—Geo. Friend.

## MICHIGAN.

Detroit, Mich.—Receipts of grain in Detroit during 1913 were the largest in the history of the exchange. During the last 5 months of 1913, we inspected 634 cars of hay.—Inspection Dept.

## MINNESOTA.

Lake Park, Minn., Jan. 20.—Prices about same as last year.—A. L. Doeg.

Waldorf, Minn., Jan. 10.—Considerable corn being marketed; more than other grains; expect to handle 25,000 bus. during next 2 months; about ½ wheat, barley and rye in farmers hands; roads in perfect condition.—Thos. E. Meany, agt. Hunting Elvtr. Co.

## MONTANA.

Shelby, Mont., Jan. 21.—Some grain in country still.—A. D. Priest.

## NEBRASKA.

Fremont, Neb., Jan. 17.—Field corn suitable for seed purposes being sold rapidly by farmers where they can find sale for same, and where they cannot do so, they are hauling to market. We look for big run of corn in this locality to be over during the next week or ten days; most of farmers who will then have corn left, will hold for higher prices.—Wm. Emerson, mgr. Western Seed & Irrigation Co.

## NORTH DAKOTA.

Buffalo, N. D., Jan. 21.—No grain moving to speak of; about 10% in farmers hands.—I. J. Hough.

## OHIO.

Bradner, O., Jan. 10.—Movement of corn free; crop about ½ gone.—C. H. Kortier.

Piqua, O., Jan. 22.—Corn moving fairly well.—L. R. Spencer, mgr. Spencer-Furrow Co.

Pemberville, O., Jan. 10.—Practically no corn moved; have shipped 2 cars.—Hobart-Bowlus Co.

Spencerville, O., Jan. 23.—Not much grain moving at present.—C. C. Laman, mgr. Laman Bros.

Delphos, O., Jan. 12.—Movement of grain light; holding oats for more money.—Garman Grain Co.

Tiffin, O., Jan. 13.—Movement of corn unusually large; corn about half gone.—Walter G. Trumpler.

Toledo, O., Jan. 9.—Business in Toledo in December was 25% larger than corresponding month last year. Many consignments have come from nearby points; outbound sales are splendid.—Paddock, Hodge & Co.

Rising Sun, O., Jan. 20.—Corn movement light; have shipped 8 cars.—B. Indlekofer, mgr. Farmers Com. Grain & Seed Co.

Bowling Green, O., Jan. 12.—No corn moving now; about 50 cars have been shipped from this station.—Huffman Grain Co.

Cygnat, O., Jan. 12.—Corn about ¼ moved; farmers holding for higher prices which they expect next summer.—The Cygnat Grain & Hay Co., Inc.

North Baltimore, O., Jan. 12.—No corn moving now. Farmers are able to hold and want more money; about 50% corn has been marketed.—Fred Kalmbach.

Grover Hill, O., Jan. 22.—Corn moving rather slowly; no oats moving, holding for higher prices; will probably hold until after corn plantings.—J. W. Owens, Owens-Mericle Co.

Stony Ridge, O., Jan. 20.—Grain trade dull, farmers refusing to sell at present prices; hardly get enuf grain for grinding purposes; it will take higher prices to draw grain in large quantities.—Elliott & Beasley.

Cincinnati, O., Jan. 23.—New No. 2 corn starting to put in appearance on local market in larger quantities; corn millers are taking hold of the new corn freely as the quality is improving. Total receipts of corn during past two weeks aggregated 342 cars, mostly shelled. Nearly all corn coming in grades No. 4; good ear corn scarce; prices moved up 3c during past week; yellow ear in demand, bringing premium of 2c over mixed and white ear.—S.

## OREGON.

Rufus, Ore., Jan. 20.—About 200,000 bus. wheat received here, which is only ½ the acreage sown this year.—C. C. Deyo, agt. Pacific Coast Elvtr. Co.

## PENNSYLVANIA.

Philadelphia, Pa., Jan. 12.—Exports of grain for last week totaled 725,183 bus. compared with 512,715 bus. for the corresponding week last year, showing an increase of 212,468 bus.

## WASHINGTON.

Walker, Wash., Jan. 7.—About 70% grain sold in this vicinity; prices ranging from 75c to 81c per bu. according to kind and quality.—Agt. Pacific Coast Elvtr. Co.

# Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for free publication, the initials, number, place, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

I. C. 48868 was transferred at Onawa, Ia., Jan. 21, from I. C. to C. & N. W. enroute to Council Bluffs, leaking corn at door.—A. W. Kinsley, mgr. J. A. Gray.

N. P. 44804 passed thru Marengo, Ia., Jan. 20, leaking barley, at end over drawbar; consigned to Davenport.—Leo. Brown, agt. Green Lbr. & Grain Co.

L. & N. 6715 came into yards at Belmond, Ia., Jan. 16, with end knocked out and corn scattered along track; contents transferred into Car 693.—J. & R. Grain Co.

G. N. 123208 passed thru McIntosh, Minn., Jan. 15, leaking oats at end.—Bernard Johnson.

G. N. 121735 passed thru Glenfield, N. D., Jan. 13, leaking wheat over drawbar at east end.—John A. Ahrens, agt. Minnekota Elvtr. Co.

C. & E. I. 2672 was set out at Seward, Ill., Jan. 3, leaking corn at end over bar. We believe car was billed from Luverne, Ia., destination Chicago.—B. P. Hill, B. P. Hill Grain Co.



## Crop Reports

Reports on the acreage, conditions and yield of grain and field seeds are always welcome.

### CANADA.

Ottawa, Ont., Jan. 15.—The final crop estimate for 1913 shows an acreage of 35,375,000 acres field crops, compared with 35,575,000 acres for 1912. The local market value was \$552,771,500, compared with \$557,344,100 for 1912. The principal crops were wheat, 231,717,000 bus.; oats, 404,669,000 bus.; barley, 48,319,000 bus., and flaxseed, 17,539,000 bus., compared with wheat, 224,159,000 bus.; oats, 391,629,000 bus.; barley, 49,398,000 bus.; and flaxseed, 26,130,000 bus. in 1912. Of the total wheat acreage, 970,000 acres were devoted to fall wheat, production 22,592,000 bus., compared with 971,000 acres, production 20,387,000 bus. in 1912. Both the wheat and oats crops of 1913 are the highest on record in Canada.—Statistical Dept. Dominion Government.

### GEORGIA.

Carrollton, Ga., Jan. 17.—Corn and oats considerably above average in Georgia last year both in quality and quantity; large acreage oats sown this season. The open furrow method now in practice is proving wonderfully successful.—A. A. Simonton.

### IDAHO.

Rathdrum, Ida., Jan. 21.—Crops good; winter wheat looking well; plenty of moisture and soft weather; no frost in ground; snowing heavy today, 6 inches so far.—S. L. Farnsworth.

### ILLINOIS.

Wolf Lake, Ill., Jan. 10.—Wheat growing nicely; prospects good.—H. E. Combs.

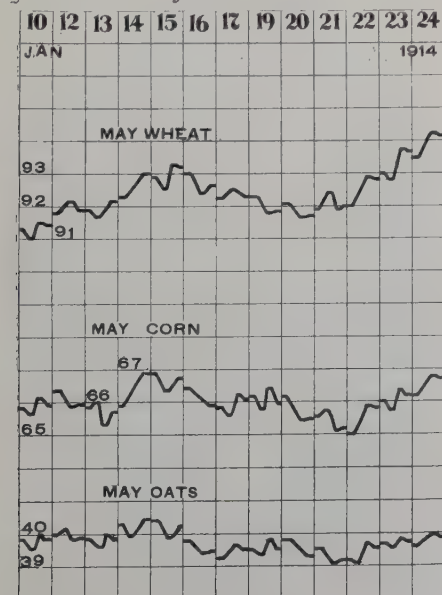
Chrisman, Ill., Jan. 10.—Corn soft and immature; yield about 35 bus.—Hartley Elvtr. Co.

Decatur, Ill., Jan. 19.—Winter wheat O. K., but would like to see a snow covering before any sudden lowering of temperature;

Galesburg, Ill., Jan. 21.—Corn yield light; oat crop fair; no cold weather so far.—E. Larimer, mgr. Farmers Galesburg Elvtr. Co.

## Chicago Futures

Opening, high, low and close on wheat, corn and oats at Chicago for two weeks are given below. For complete collection of similar charts back ten years see The Journal's Chart Book.



little No. 3 corn on account weather conditions.—Conley, Quigley & Co.

Paris, Ill., Jan. 20.—Corn poor in many localities; west of here a farmer had corn in a rail crib. He removed the rails and the corn stood up unassisted, it being so soft that it squeezed together in a compact mass. This corn is reported to have been accepted on contract and dumped into an elvtr.—S.

### INDIANA.

Nappanee, Ind., Jan. 21.—Growing wheat fine; corn fair.—G. D. Stauffer.

Huntington, Ind., Jan. 7.—Corn damp and in poor condition.—Silver & Gelzlerchter.

Arlington, Ind., Jan. 21.—Corn yield 55 bus.; only small portion grading No. 3.—E. H. Hutchinson.

Fairland, Ind., Jan. 20.—Corn fair quality; wheat looking unusually fine.—The Fairland Grain Co.

Crawfordsville, Ind., Jan. 16.—Wheat made good start; looks well; not covered with snow; corn yield below average.—H. T. Stout.

Fort Wayne, Ind., Jan. 23.—Corn in bad condition still; must have good freezing weather to change this condition.—S. Bash & Co.

### IOWA.

Little Rock, Ia., Jan. 12.—Corn of excellent quality; nothing under No. 3 grade.—E. B. Krominga, mgr. Mackin & Harlan.

Washta, Ia., Jan. 16.—Winter open; no snow which has reduced feeding; nearly all hogs died with cholera; few cattle on feed.—J. K. McGonagle.

### KANSAS.

Cicero, Kan., Jan. 9.—Corn crop was failure last year.—Geo. Friend.

Timken, Kan., Jan. 14.—Crops looking good.—Jean Holopirek, agt. Kansas Flour Mills Co.

Moray, Kan., Jan. 10.—Growing wheat looks fine; average acreage sown.—Jas. M. Powell.

Yoder, Kan., Jan. 12.—Wheat looking fine; ideal weather; plenty of moisture.—Haven Lumber Co.

Tisdale, Kan., Jan. 9.—Wheat acreage above average; looking fine.—Bartlow & Coffey, per F. C. Coffey.

Hazelton, Kan., Jan. 15.—Large acreage wheat sown; most favorable winter for growth ever known.—E. A. Jones.

Penokee, Kan., Jan. 21.—Prospect looks mighty good for bumper crop this season; everyone will have wheat.—C. L. Kobler, agt. Kansas Flour Mills Co.

Clyde, Kan., Jan. 22.—Crop condition excellent; wheat 20% larger acreage than usual; plant almost perfect.—Clyde Mill & Elvtr. Co.

Lindsborg, Kan., Jan. 9.—Growing wheat in excellent shape; quite a little increase in acreage.—Lindsborg Mill & Elvtr. Co.

Girard, Kan., Jan. 12.—Wheat conditions never better in southeast Kansas; farmers have saved thousands of dollars by pasturing stock on wheat.—H. E. Morrow.

Guy, Kan., Jan. 17.—Crops have been short; growing wheat in best possible condition at present; large acreage sown; ground wet about two feet deep.—Don R. Crum.

Kensington, Kan., Jan. 15.—Wheat looks fine; think it will show 100% at this time; plenty of moisture in ground; freezing at night and thawing during day; no snow protection, which might reduce the percentage later on.—Henry Westerman.

### MICHIGAN.

Vassar, Mich., Jan. 15.—Corn fine quality; yield 45 bus.—Chas. Harpham, mgr. Vassar Farmers Elvtr. Co.

### MINNESOTA.

Lake Park, Minn., Jan. 20.—Fair crop but not as good as last year; no snow; all kinds of prediction as to effect open winter will have on crop.—A. L. Doeg.

Waldorf, Minn., Jan. 10.—Corn, with few exceptions, will grade No. 3 yellow; about 20% corn raised here is white; good quality; winter mild, no snow.—Thos. E. Meany, agt. Hunting Elvtr. Co.

### MONTANA.

Buffalo, Mont., Jan. 20.—Nearly all wheat in; nice weather; crops looking fine.—Farmers Elvtr. Co.

### NEBRASKA.

Fremont, Neb., Jan. 17.—Condition of winter wheat normal; no material damage up to present time.—Wm. Emerson, mgr. Western Seed & Irrigation Co.

### NEW ENGLAND.

Lewiston, Me., Jan. 19.—Practically no fall seeding in Maine.—J. B. Ham Co.

### NORTH DAKOTA.

Buffalo, N. D., Jan. 21.—Winter is mild; considerable Marquis wheat will be sown next spring.—I. J. Hough.

### OHIO.

Grover Hill, O., Jan. 22.—Corn quality not good, most grading No. 4.—J. W. Owens, Owens-Mericle Co.

Piqua, O., Jan. 22.—Wheat looking good; condition corn good.—L. R. Spencer, mgr. Spencer-Furrow Co.

Gallipolis, O., Jan. 18.—Condition 1914 wheat crop good; so far no freezing and thawing.—Gallia Coal & Brokerage Co.

North Baltimore, O., Jan. 12.—Corn about 3/4 crop; much is soft.—Fred Rockwell, mgr. Rockwell Flour Mills.

Bowling Green, O., Jan. 12.—Corn about 3/4 crop; none has graded account moisture and rotten grains.—Royce & Coon Grain Co.

### TEXAS.

Claude, Tex., Jan. 17.—Large acreage wheat sown; looking fine.—Weeks & Bagwell.

Celina, Tex., Jan. 17.—Roses still blooming; grain entirely too rank; fall sown oats falling down where have not been pastured; no cold weather; farmers say never saw good crop grain harvested after a winter of this kind.—W. L. Newsom, Celina Mill & Elvtr. Co.

## DAILY CLOSING PRICES.

The closing prices of wheat and corn for May delivery at the following markets for the past two weeks have been as follows:

### MAY WHEAT.

	Jan. 10.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago .....	91 1/2	91 7/8	92 1/4	93	93 1/4	92 1/2	92 1/4	91 3/4	91 1/2	92	92 3/4	93 1/2	94 1/4
Minneapolis .....	87 1/2	88	88 1/2	88 3/4	88 3/4	88 1/2	87 3/4	87 1/2	87 1/2	87 3/4	88 1/4	88 3/4	89
Duluth .....	88	88 1/2	88 3/4	89 1/4	89 1/4	88 3/4	88 3/4	88 1/2	88 1/2	88 3/4	88 3/4	89 1/4	89 3/4
St. Louis .....	91 1/2	92	92 1/4	92 3/4	92 3/4	92 1/2	92	91 3/4	91 1/2	92	92 3/4	93 1/2	93 3/4
Kansas City .....	86	86 1/2	86 1/2	87 1/2	87 1/2	86 3/4	86 3/4	85 3/4	85 3/4	86	86 3/4	87 3/4	87 3/4
Milwaukee .....	91 1/2	91 1/2	92 1/4	93	93 1/4	92 1/2	92 1/2	91 3/4	91 1/2	91 3/4	92 3/4	93 1/2	94 1/4
Toledo .....	104 1/4	104 1/4	104 1/4	105 1/2	105 3/4	105 3/4	104 1/4	103 3/4	102 1/2	103	103 3/4	104	104 1/4
*Baltimore .....	96 1/4	96 1/4	97	97 1/2	97 3/4	96 3/4	96 1/2	96	96	96 1/4	97	97 3/4	98 1/2
Winnipeg .....	90 1/2	90 1/2	90 1/2	91 1/2	91 3/4	91	90 3/4	90 1/4	90 1/4	90 3/4	91 1/4	91 3/4	91 3/4
Liverpool .....	101 1/4	102 1/4	102 3/4	103	103 1/4	102 1/2	102 1/2	102	102 1/2	102 3/4	103	103 1/2	103 3/4
†Budapest .....	127 1/4	128 1/2	127 3/4	127	127 1/2	128 1/2	128 1/2	129 1/4	129 1/4	129 3/4	130 3/4	131 1/2	132 1/4

### MAY CORN.

	Jan. 10.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago .....	65 1/2	65 1/2	65 1/2	66 1/4	66 1/2	65 1/2	66	65 1/2	65 1/2	65 1/2	66 1/4	66 1/2	66 1/2
Kansas City .....	68	68 1/2	68	69 1/4	68 3/4	68 1/2	68 3/4	67 3/4	67 3/4	67	67 1/2	68	68 1/2
St. Louis .....	67 1/2	68	68	69	68 3/4	68	68	67 3/4	67 1/2	67	67 1/2	68 1/4	68 1/2
†Liverpool .....	63 1/4	64 1/4	65 1/4	65 1/4	65 1/4	65 1/4	64 3/4	64 3/4	64 3/4	64 3/4	63 1/2	64 1/2	64

\*January delivery. †February del. ‡April.



## WASHINGTON.

Huntsville, Wash., Jan. 19.—Seeding of winter grain was late owing to rather late harvest followed by dry weather, but at present fall sown grain is doing well; favorable weather during February and March will ensure good crops.—Corbett Bros.

## WISCONSIN.

Barton, Wis., Jan. 17.—The 1914 crops were good, especially wheat and rye.—Wm. F. Gadow.

Auburndale, Wis., Jan. 10.—Oats principal crop raised here with a little rye and barley.—R. Conner Co.

## MARSHALL HALL, PRES. OF St. Louis Merchants Exchange.

The new pres. of the St. Louis Merchants Exchange, Marshall Hall, is one of the youngest men to have been chosen to head that organization, the day of his inauguration in that office being the 39th anniversary of his birth, Jan. 13.

His business career began at the early age of 12 as telegraph operator for the Chesapeake & Ohio Ry. in Kentucky. Four years he continued with the railroad company at Maysville, removing to Cincinnati to enter the freight department of the same company, later going to New Orleans to take charge of the export grain traffic.

Mr. Hall left the railroad service in 1894 and entered the employ of the W. L. Green Commission Co., and on Mr. Green's retirement in 1903 Mr. Hall assumed the presidency of the company. In 1908 he became pres. of the Burlington Grain Elevator Co., operating the Burlington Elevator at St. Louis. His principal activities connected with Exchange affairs have been in connection with traffic work. For several years he was chairman of the traffic bureau. A portrait of Mr. Hall is reproduced herewith.



Sim F. Clarke, Memphis, Tenn., New Pres. Merchants Exchange.

## NOSE IRON OF SCALE SHUD Not Be Moved

[From an Address by M. D. Varney, Before the National Association of Scale Experts]

In view of the interest taken in the matter of correct weighing, weighing methods, and weighing equipment, by the Interstate Commerce Commission, the question of whether or not it should be permissible to move the scale "nose iron" after a scale has been properly sealed and properly set, should receive careful and particular attention.

By the term "nose iron" we imply the adjustable end of lever, provided on some types of scales.

Speaking affirmatively to the resolution: "Resolved that the NOSE IRONS on scales should never be moved after the scale has been properly sealed and properly set at the time of installation." I may say.

When we see what takes place in the scale business we can almost forgive a man who uses a method of his own in attempting to get passable results. But it is not easy to excuse a man who, knowing better, accepts a compromise from unchanging principles.

The principle of weighing is based on an UNCHANGING FORCE which is that of gravity. The law of gravity is that force which works always and without exception, in a vertical downward line.

There is, then, nothing mysterious or changeable about the fundamental principle of weighing. However complicated the device may be for giving it visible expression, this force is in vertical, unchanging line.

When we consider other forces or elements of nature, such as air, which may be expanded or liquified; water, which may be evaporated or made solid; electricity, and the varieties of its expression, it is rather difficult for us to realize that in weighing we are dealing with the one tremendous unchanging force of nature.

As youngsters we used to give unknown expression to this principle, when upon casting aloft a handful of rocks, in a crowd of boys, the shout "All that goes up, must come down," which was a signal for every kid to duck, knowing that something was coming down.

In registering this force accurately, the manufacturer gives due recognition to this unchanging principle, by seeking to maintain his mechanism in perfect plane, and the strictness with which he insists upon the positively free, and positively vertical action, only emphasizes his comprehension of the law of gravity, and the necessary means for its correct expression.

What, then, must occur to change this accurate register, ONLY ONE THING. That is the fact that the vertical plane has been lost by a displacement of the mechanism. This displacement may be from one, or both, of two possible causes of error, assuming nothing is broken:

1. The settling of the foundation.
2. The wear of pivots or bearings.

If caused by the foundation settling, will anybody deny that the only safe and sure method is to reset and level the scale? Will not moving the nose iron, to try to correct an error of foundation, be perpetrating a greater error? And to what extent have we compromised the case? No one knows how long before it will be necessary to make further complications.

If the cause is by wear, will anybody deny the only sure and safe method is to have the worn parts renewed? Will not moving the nose iron be a greater error than the one we are trying to correct? It positively will, for this reason.

Any change of the nose iron under these circumstances will be abortive, for by the very method the purpose is defeated, since to change the nose iron, the vertical is lost, and no longer can the force of gravity exercise its function in the only possible way it can give accurate expression.

We are not considering this question from a standpoint of policy or expediency, but from a question of fact, and we do not want to compound a felony. A certain margin from correct weight is allowed, called "The error of tolerance." When this error is exceeded the cause should be from wear only, and the scale should be removed and new parts substituted for those so worn.

I feel absolutely safe in saying that the only possible objection to this is the one of expense. I feel equally safe in the assertion that a larger measure of service, compared to values, is given by a good scale, than by any other single article of commerce. Therefore, the question of expense should not be given the importance demanded by owners, having questionable weighing equipment.

Guessing at values is in less favor with our people now than ever before, and the business world is demanding accurate weights. The very best that can be said for a scale, after the nose iron has been moved, which means the seal has been broken, is that there is a gambler's chance that the scale may be correct, within the allowable error.

It is advanced that under certain conditions where inaccuracy occurs, the nose iron may be moved and accuracy within the required degree obtained. Under ordinary conditions nobody knows whether the error is caused by the wear or by the foundation settling. The proposed remedy is the same. Yet on a four-section R. R. track scale (see pp. 21, scale spec. Am. Ry. Assn. May 21, 1913), such as is ordinarily used, there are 47 points which must be maintained in horizontal and vertical alignment, while on the simplest form of five-section track scale used (N. Y., N. H. & H. R. R.), there are 41 points. The displacement of any of these causes the loss of power for expression of the force of gravity, because the vertical is lost.

I have said nothing of the scales made and sold which have no movable nose iron, nor of those which have no nose iron at all. We are all aware of the fact that in some places there have been passed laws prohibiting the practice of moving the nose iron. Are we not inviting the same thing a mistaken endeavor to protect the owner's pocketbook at the expense of correct weights?

What is the remedy? This should largely be preventative. By building a foundation of sufficient area and strength to obviate any settling of the scale after installation, and thus insure that any error developing in weight be due wholly to wear.

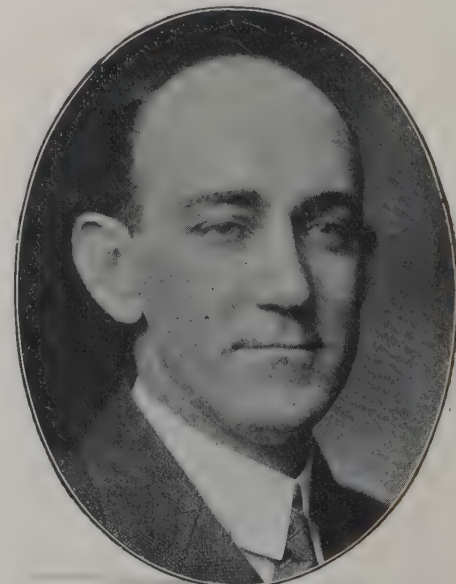
Then, by installing a first class scale of sufficient capacity to allow a fair margin beyond the duty required.

I THINK the Grain Dealers Journal is a very instructive paper.—J. W. Langdon, Agt., Regan & Lyness Elvtr. Co., Hamberg, N. D.

THE INFORMATION given in the Changes in Grain Rates Department of the Grain Dealers Journal is important to know.—A. J. Mabie, Whitten, Ia.

## New President Memphis Exchange.

The new pres. of the Memphis Merchants Exchange was the practically unanimous choice of the grain trade membership in the body. Sim F. Clarke, who will guide the destiny of that organization for the ensuing year, is one of the younger grain men, and as a member of the well known firm of Clarke, Burkle & Co., has become deservedly popular. A portrait of Mr. Clarke is given herewith.



Marshall Hall, St. Louis, Mo., Pres. Merchants Exchange.



## CAUSES OF FIRE LOSSES IN 1913

By C. A. McCOTTER.

A review of last year shows the following number of fire losses with amounts of insurance paid by the Grain Dealers National Mutual Fire Ins. Co.:

Cause.	Number.	Amount.
Locomotive sparks	6	\$ 23,414.78
Lightning	13	14,740.14
Friction	8	11,575.52
Origin in power and cob house	2	5,681.42
Outside exposure	8	15,433.39
Unknown	3	5,510.70
Spontaneous combustion	6	27,599.69
Tramps	1	2,500.00
Exhaust pipe	1	3.20
Overheated stove, defective stovepipe	1	30.08
Defective wiring	1	5,506.54
Miscellaneous	2	82.62
Total	52	\$112,058.08

A loss by itself is generally considered a negligible sum but, as illustrated in the list, when there are a number of losses from the same cause the amount becomes a burden. The number of causes of fires in elevators is shown to be quite limited so that the fires from different causes are not thought serious until the aggregate of all fire losses sustained by the grain trade is added up. Then we recognize why the expense of fire insurance appears high. It shows that the responsibility of the individual is not to himself alone and that his fire, caused by false economy or negligence, not only demoralizes his own business, but under the co-operative principle of insurance under which the premiums only are used to pay the losses, becomes a taxation on the balance of the grain trade. A fire loss does not, as is commonly supposed, in some mysterious manner come out of the assets of a company, but comes out of the premiums of all policyholders which are held on deposit. This condition applies to either the stock or mutual form of insurance. The mutual companies make more of a study of the fire dangers and of the selection of the properties insured, securing greater co-operation on the part of the policyholders in reducing the fire dangers. This naturally reduces the number of losses and correspondingly the insurance cost.

The causes of fires for 1913 are the same causes that have been discussed each year, and the percentage of fires from these causes is being reduced considering the increased number of elevators and mills insured. However, our experience falls back onto the proposition that each loss from a preventable cause and any preventable loss is an unnecessary burden regardless of the volume of business.

Locomotive sparks and lightning remain the most conspicuous causes for elevator losses and it is a matter of record that these losses occur entirely in elevators that are not iron clad with metal roofs. While the lack of this protection is one of the largest charges in the rate schedule, I question that the charge is adequate, and that it is good business to continue the use of a shingle roof. The bulk of fires from locomotive sparks and lightning occur in the grain moving season so that in addition to the loss of property comes the demoralization to the business.

The number of losses from exposure merely illustrates the additional cost of insurance that comes from locating property so that dangers other than those contained in elevators and mills are added to those of the properties insured. Generally these external dangers are handled by persons other than the elevator owner and are beyond his control.

Spontaneous combustion was conspicuous last year with a 35 per cent increase

in the number of fires from the cause, occasioning the greatest loss from any one cause. Two of these fires started in the coal piles and one in a bin of grain. This latter cause is the first case of the probability of a fire being occasioned by heating grain.

Friction losses were increased 18% over the ten years' experience. Friction possibly is one of the most difficult causes to locate and handle, as it can occur in so many parts of the plant.

The five causes enumerated occasioned a little over \$92,000 in losses out of a total of \$112,000. Every one of the five causes is preventable and without question every one of the fires that occurred could have been prevented. I will leave it to your imagination as to what the insurance cost might have been if these fires had been prevented.

The grain dealers company for years has been operating along the lines of inspection and selection and more particularly co-operation by the property owners. It has accomplished more for the grain trade than is generally comprehended. For illustration its business first written was at the rate of \$31.00 per \$1,000 and the first year it made a cost of 80% of the rate. Its business now is at the average rate of \$27.40 per \$1,000 and its cost, with self-inspection credits, is 50% of the rate. This means that for 1913 it saved the policyholders a little over \$190,000 on \$16,000,000 of insurance. As our average lines are \$5,051 this saving represents for the year, through the inspection work and co-operation of self-inspection, the reduction of about 48 elevator fires that, according to the old style of insurance, would have occurred and have had to be paid for.

There are now 3,107 elevators, mills and warehouses insured of which 2,565 are making self-inspection reports. This co-operative work on the part of the employees is one of the big factors for the improved condition of the properties.

I THINK the Grain Dealers Journal is as good a journal for grain dealers as can be gotten out.—W. W. Little, prop. Northwestern Elevator, Tipton, Ia.

Frequently the bearings are found not setting full on the pivots. This weakens the bearings and causes the scale to weigh wrongly. In one instance the bearing blocks were not on a level, causing the pivots to slide from under them. Scales set in crib wall are never accurate and should not be tolerated.

EVERY ONCE IN A WHILE we publish an article on the free seed graft—that is, the congressional free seed distribution, not with any hope that those articles will ever result in the stopping of this graft, but merely to illustrate to the grain men the type of man who, all too frequently, is sent to Washington to represent his district in Congress. The free seed graft has, so far as we know, never been defended. It is absolutely useless; it is condemned by farmers and business men; it is fought by the Department of Agriculture. Then why does it always turn up yearly as an item in the bill of appropriations? Because a certain type of congressman is still laboring under the delusion that by sending a constituent a package of useless seeds he will get the man's vote. The result is that a third of a million dollars are thrown away yearly to send out carloads of worthless seeds, most of them to persons who could make no use of them even if they were worth using.

## Nebraska Elevators Need Shipping Scales.

[From paper by J. W. Newell, freight claim auditor of C., B. & Q. R. R.]

I am going to tell you of the loss of grain in transit situation as I see it, using as a basis the history of 27 cars of grain, which is the result of our first experiment in 1912 with specially coopered cars. These 27 cars were handled in the ordinary way, except that burlap was used on 21 of them when they were coopered at the time of loading. This burlap was furnished by the railroad company at the suggestion of the shipper. The cars were carefully weighed at the time of loading over a 30,000 pound capacity hopper scale; the unloading weights were taken by a representative of the Board of Trade, or Grain Exchange, and the inspection of the cars as to their physical condition at destination was made by the representatives of the Board of Trade and Inspection Bureau. The weights and inspection, being under the supervision and direction of a disinterested party, were unbiased, and I feel safe in saying that they were as near correct and representative of actual conditions as is possible to obtain.

Twenty-five of these cars arrived at their destination, showing a loss of from forty to fourteen hundred and ninety pounds.

Two cars arrived at destination showing an increase in weight of twenty pounds each. Of the 25 cars which showed a loss at destination eleven were reported as being in first-class physical condition, 13 were reported as leaking, and one arrived with the door open and evidence of pilfering. Of the two cars which showed an increase in weight at destination one is reported to have been leaking, while the other one is reported as in first-class physical condition. It is a very easy matter to give the cause for the loss in transit on the 48 per cent, or the 13 cars that were in a leaky condition. They were bad order cars, and this company is trying to improve this condition by making repairs as rapidly and as thoroughly as possible. The cause for the loss on the one car, with the door open and evidence of pilfering, is easily understood, and can only be remedied by impressing upon some individual the sacredness of property rights.

What of the loss on 41 per cent, or 11 cars, especially coopered at point of origin, loaded with grain carefully weighed at time of loading, hauled to the market destination without mishap, inspected by the railroad representatives and the representatives of the Board of Trade or Inspection Bureau, and found to be in perfect physical condition? The weights at time of unloading were taken over carefully constructed and well-kept scales, there being no evidence of loss, yet we have the variance between loading and unloading weights, which is called "a loss in transit." Is it properly named, and if so, who should be charged with the loss?

The company which I represent, on the evidence submitted, have been found responsible for 43 per cent of the alleged loss and I believe you will all agree with me when I say that, in cases of this kind, we admit our guilt and cheerfully and promptly make restitution. Now because of this confession and prompt adjustments of known losses, is it proper to charge us with the 41 per cent on the theory that, if we admit responsibility for 43 per cent of loss, we ought to pay for the balance, and not ask for a reason?

In the state of Nebraska on the C., B. & Q. R. R. alone there are 771 country elevators. Two hundred and ninety-nine of them are equipped with scales to weigh the grain at the time of loading. At 472 of them the only means of arriving at the amount loaded into the car is by taking the opinion of the man in charge of the elevator, or by an analysis of the scale tickets, representing the purchases from the farmer in wagon lots and dumped into one or more bins, depending entirely on the memory of the elevator operator as to the correctness of the amount put into any particular bin.

With the history of the 27 cars before me, and knowing that only about 39 per cent of the grain loading stations on the C., B. & Q. R. R. in Nebraska weigh their grain at time of loading, can I be charged with undue prejudice when I offer the suggestion that the 41 per cent is the result of variation in scales or errors in weighing or loading?

I have heard it said by men who have had vast experience that there is an unavoidable loss in the loading and unloading, or in the handling of grain, no difference how much care is exercised.



## Midwinter Meeting of Indiana Grain Dealers Association

Pres. Chas. A. Ashpaugh opened the annual mid-winter meeting of the Indiana Grain Dealers Ass'n in the com'te room of the Indianapolis Board of Trade at 1:45 p. m., Jan. 21, with about sixty members present. Late-comers arrived in force and soon the seats were filled and some members standing.

Vice-pres. H. H. Deam, Bluffton, gave the address of welcome on behalf of the officials of the Ass'n. He said in part: Many of you can remember the day when you scarcely knew the grain man in the neighboring town. These conventions give you an opportunity to get acquainted with your fellow-grain men and with the terminal receivers, and promote better feeling all around. This is a day and age when men co-operate in business more than ever. A man can become a machine. He can get so tied down to his business that he does not know what the outside world is doing.

D. L. Brookie, Frankfort, gave the response on behalf of the country shippers.

P. E. Goodrich, Winchester: In attending these meetings we always take home with us something that will redound to our benefit if applied to our own business.

If the farmer thinks that you are making too much money, tell him what profits you do make. Let him see how little they are. I do not believe there is a grain man in Indiana who is making 3% on his business. Our profits last year were 1¼%. The profit that the grain man makes would not pay the cost of traveling expenses which the wholesaler adds to the price of his goods. The farmer does not understand this; but if he were informed, it would discourage the co-operative elevator movement that is sweeping over the country.

P. S. Goodman, Chicago: We have suddenly changed our corn business from a domestic basis to a world basis. The crop of one little country is determining the price of our entire crop.

C. T. Ballard, Louisville, Ky.: We make it a rule to collect claims for shippers where shortages exist, but it is absolutely necessary that all shipments be accompanied by weight certificates, as the railroads will turn down a claim unless accompanied by such a certificate.

Pres. Ashpaugh then submitted his address and annual report, from which we take the following:

### President's Address.

The object of the grain men, in assembling at this, our mid-winter meeting, is that they may know and understand their business better; to discuss better business methods in the handling of grain; to ascertain the danger that threatens us from undesirable legislation, and to discuss the best way to avert it; to encourage the enactment of just and equitable laws; to seek our rights under the existing law, and as shippers to demand the recognition; to have a better understanding between shipper and receiver. In fact, by assembling in this manner, with a free interchange of views, we have acquired the combined knowledge of all.

Recently I was in W. M. Hopkins' office, traffic manager of the Chicago Board of Trade, and he called my attention to laws that had been upon the statute books for years, that were pertinent to the grain business, and which it seems have been wholly overlooked by the grain trade. It remained for Mr. Hopkins to make this discovery and to call the attention of the grain trade to it.

Our Mr. Riley has made some discoveries in our own state, of bills proposed for enactment into law, which if they had become law would have worked a great hardship upon the grain trade, of which he has sent you notice.

If we can succeed in getting those men and others to tell us what they have found out about the grain business, we will know more clearly how we have been dealt with in a legislative way; also whether the U. S. grades of corn as promulgated by the Department of Agriculture apply to the bulk of commercial corn in its natural state; whether we have received proper recognition from grain carriers as to suitable cars for the safe transportation of grain in bulk from loading station; whether carriers decline to ascertain for themselves the quantity of grain tendered for transportation at point of shipment and give a receipt for same; and whether carriers deny responsibility for the delivery of a like quantity of grain at destination.

Conditions at this time conspire to compel grain men to take an interest in the Ass'n. To this end I trust all will be free to express themselves, and may a spirit of fairness and justice pervade our every deliberation.

It has been suggested that Congress will give every respectful attention, both for and against proposed laws, provided facts are presented, but any semblance of subterfuge will militate against those who attempt it.

Charles B. Riley, sec'y, Indianapolis, submitted his secretarial report, from which we take the following:

### Sec'y's Report.

Owing to the change in the date for holding our annual meeting from June to January, and the fact that the Secretary made a complete report at the June meeting, this report will be limited in its scope.

### FINANCIAL REPORT.

#### Receipts.

Cash on hand June, 14, 1913:	
Legislative Fund	\$302.81
General Fund	353.89
	<hr/> \$ 655.70
Dues	2,467.00
Dues Additional Stations	468.50
Directories Sold	31.00
Subscriptions to Who's Who	11.50
Exchange on Drafts	11.35
Freight Claims	1,557.27
Advertising in Directory	524.00
Arbitration	34.50
C. B. Riley to Bal. Trav. Expense Acct.	7.26
Total Receipts	<hr/> \$5,757.08

#### Disbursements.

Sec'y, Sal. from 6-30-13 to 1-15-14	\$1,266.69
Sec'y, Traveling Expense	175.05
Stenog. Sal. from 6-21-13 to 1-12-14 inc.	360.00
Freight Claims	1,262.26
Printing Directories, 1,300 copies	225.00
Printing Miscellaneous	89.00
Postage	175.08
Office Expense	283.13
Legis. Exp., including some Trav., etc.	193.69
B. of Mgrs., Traveling Exp., etc.	51.30
G. D. N. A. bal. on dues from 1-1-13 to 7-1-13	\$ 1.50
G. D. N. A. pay. on dues from 7-1-13 to 1-1-14	100.00
Cincinnati Convention Expense	101.50
Arbitration Expense	40.10
	<hr/> 34.50
Total Disbursements	<hr/> \$4,257.30
Cash on hand Jan. 15, 1914	1,499.78

**Membership.**—The June report showed a net membership in good standing of 301, with 13 delinquents from whom we hoped to receive dues and thus avoid forfeiting their membership. They failed to make payment and were dropped, so this report will be based on the actual membership then in good standing, which was as follows:

Shippers, 215; Receivers, 79; Asso. Mem., 7. Total membership, June 14, 1913, 301.

New members added: Shippers, 28; Receivers, 7. Total new members, 35. Total members, 336.

Loss of members by withdrawal, selling out, etc., while in good standing, 16; members dropped account delinquent dues, etc., 6; total dropped, 22.

Membership Jan. 15, 1914, 314.

By this report you will see we have sustained the usual shrinkage in membership, but it is gratifying to be able to show an increased number of new members to take their places, together with a further increase and net gain of 13, thus bringing our membership to 314, plus 101 additional stations.

If the general membership would only make a little effort to interest new members, we might double the present very attractive list within a year. We are not disposed to complain, but it would certainly be gratifying indeed to count as members of this ass'n at least 100 new ones this year, and that can be accomplished if each member will only solicit one new member. Doubtless many highly desirable dealers will be ready to join when they find the membership interested in them enough to solicit their applications.

**Our Claims Department** is in a healthy condition. We have filed in all 479 claims with the different carriers, and up to this time have collected 329, with 70 declined and 80 under investigation.

The number of claims declined during the past few months have been augmented by reason of a ruling of the U. S. Supreme Court, that claims not filed within four months are illegal because of the provisions of the Bill of Lading to that effect.

When this decision of the court was rendered last April, we sent to our entire membership a notice of it and urged them to be careful to file their claims inside of the four months, but many failed and we have had a great many claims tendered us for filing that were barred under that rule, so we again urge upon you the importance of filing your claims within the time limit.

We want to urge upon you the importance of placing all of your Freight Claims with our Claim Department for Collection; you will find it pays you, as we follow them up and otherwise invoke all the power and skill we possibly can in their collection. We have collected many claims that were previously rejected by Carriers, but it is not quite fair to the Department that we be given only that class of claims.

The Board of Managers recently recommended to our Department, that in the future only such claims be accepted for filing as had never previously been filed, subject to certain exceptions as to newly discovered evidence, etc. We want to serve our people to their best interest and we feel it is to their interest to file all their claims with the Department, as many now do.

**The storage of grain** has been a question of considerable interest to the trade, as the Public Service Commission of Indiana was given jurisdiction of Elevators, Warehouses, etc., that perform such service.

I am advised that a great many dealers who formerly stored grain for their customers have abandoned the practice, and a few qualified as storage houses under the law, while others have elected to disregard the law entirely upon the theory that it does not apply to them.

The Public Service Commission has been so overwhelmed with its new duties that this feature of their work has not received the attention contemplated by the law, but doubtless it will be only a question of time until the subject will receive the attention of the Commission and the law administered as contemplated.

**Corn Grades.**—It is unnecessary for me to say anything about the Grades of Corn. In addition to all other information you have on the subject you have the little bulletin from the Sec'y's Office of Jan. 12th, which covers the whole subject, giving the standards and rules as promulgated.

**Arbitration.**—Since my last report we have had two cases before the Arbitration Com'te, each of which was properly submitted, tried, award rendered and paid.

One application for arbitration is now on file and has been for some months. The respondents have asked for time in which to prepare their defense. This was granted, but there has been an unusual amount of time consumed and we have been urging a compliance with the rules. We still hope to consummate the matter without submitting it to the Board of Managers for action, and by the indulgence of the petitioner we will make further effort, though not for long, as there seems to be but little justification for so much delay.

Some years ago, one of the grain exchanges tendered a proposition to this Ass'n to the effect that any member of this Ass'n that had a trade difference and controversy with a member of that exchange, could have such controversy arbitrated before the Arbitration Com'te of such exchange, provided this Ass'n would adopt a reciprocal rule, to the effect that



upon demand of a member of such exchange upon a member of this Ass'n such member should be required to arbitrate before the Com'te of such exchange. This proposition was not approved by this Ass'n for the reason that the reciprocal relations were all based upon the condition that the controversies should be arbitrated only before the one Com'te, viz., the Com'te of the exchange.

In view of the fact that this Ass'n now has a complete arbitration system, and recognizes the national trade rules as controlling transactions, when not otherwise provided for by contract, it has been suggested that the Ass'n might now take up and consider the question, for the purpose of determining whether or not some reciprocal arrangements can be made that will be reciprocal indeed, such as to permit members of such exchanges to invoke the powers of the Arbitration Com'te of this ass'n, in exchange for similar privileges with reference to the Arbitration Com'tes of such exchanges. I have no recommendations to make, and submit the matter only for your consideration.

I wish to thank the officers and members of the Association for the universal courtesy extended and for the assistance and co-operation in all matters of interest to the Ass'n.

I also wish to thank the grain trade journals for their splendid work in the development of the co-operation and association spirit generally and their constant efforts toward the development of greater efficiency in business and better trade conditions generally, all of which contributes to the peace and happiness of those involved and tend toward the development of exalted ideals and better citizenship.

Chas. B. Riley read the report of the Legislative Com'te, as A. E. Reynolds, its chairman, was unable to be present:

## Legislative Com'te Report.

There is practically nothing new along legislative lines. This Congress is just getting down to actual work. By request of the Secretary of Agriculture, the Legislative Com'te of the Grain Dealers' National Ass'n is working on a bill looking toward government supervision of the grading of grain under the standards, as soon as adopted by the department. The Secretary evinces a very earnest desire to co-operate with the grain dealers in getting a bill that will, as nearly as possible, coincide with the best interests of the grain shippers. Your Com'te feels encour-

aged over the attitude of the Secretary and believes that it will get along very much better than it did with the previous head of the Agricultural Department.

Sixteen measures have already been introduced looking toward the abolishing or regulating of the future trading in grain.

I have thoroly in hand all legislative matters of interest to the grain trade, such as the bills above referred to, and also the Bill o Lading matter, which covers the whole scope of collection of railroad claims for loss in transit, deterioration, shrinkage and all other matters comprehended in the Bill of Lading matter. We also have in mind a law for the correction of the evils made manifest by the Henderson Elevator case.

This report should be supplemented by another report with reference to legislation in the state. Several bills were introduced in the legislature last year which would have been very hurtful to the grain trade. I call to mind particularly the one which would give a secret lien to threshermen on all grain threshed. If this bill had become a law, it would have been necessary for the grain man, before buying any grain, to have found out from the man who threshed it whether or not his threshing bills had been paid. The engineers' bill, which seems to come up at every session, was also defeated.

Bert A. Boyd, Indianapolis, read the treasurer's report, showing the following financial condition:

## Treasurer's Report.

Cash on hand 6-14-13	\$ 655.70
Receipts 6-14-13 to 1-15-14	5,101.38
	\$5,757.08
Disbursements	4,257.30
	\$1,499.78
Bank Balance 1-15-14	1,818.36
Warrant Issued but not Paid 1-15-14	318.58
	\$1,499.78
Actual Cash Bal. 1-15-14	\$1,499.78

E. K. Shepperd, chairman of the auditing com'te, reported that the books of the sec'y and treasurer had been audited and found correct.

Chas. B. Riley read the names of those appointed to the com'tes:

Com'te on Resolutions: A. F. Files, Indianapolis; O. J. Thompson, Kokomo; Wm. Bosley, Milroy; Jno. Morrow, Wabash; Jno. Shine, New Albany.

Com'te on Nominations: P. E. Goodrich, Winchester; A. E. Betts, Frankfort; Bennett Taylor, Lafayette; Geo. Shoemaker, Greensburg; Frank A. Witt, Indianapolis.

W. E. Longley, Indiana State Fire Marshal, in his address, entitled "The Fire Marshal's Department," explained the work of his department and its value to the grain trade in reducing the fire hazard and fire losses and cutting down the cost of insurance.

George C. Bosley, Indianapolis, read a paper entitled "What Your Bookkeeping Should Mean to You," from which we take the following:

## What Your Bookkeeping Should Mean to You.

An actual knowledge of costs is the key-stone to the whole structure of business administration. The cost of doing business is as important to the least of you grain men as it is to the million dollar corporation.

The time has passed in the manufacturing business when yearly balances and adjustments are made. Time and conditions have changed for the manufacturer, and what is true in that line of activity is also true in the grain business. There are grain men, possibly members of this ass'n, who are throwing away hard earned profits for the want of vital information which can be obtained from their account books.

The grain dealer watches the market in a zealous, careful and attentive way, bases his bid to the farmer on a uniform margin, and at the close of the year awakes to the fact that he has either lost money, or has just about played even.

It is right and proper for the dealer to be informed as to the market conditions and changes; but to do so to the exclusion of

all other vital information is not only wrong, but is frequently disastrous.

"What margin must I take on wheat, corn, or oats to insure a reasonable compensation for the investment I have made, and the hazard incident to this business?" That would be a question very easily answered if it did not contain the last clause,—"and the hazard incident to this business." Without the hazard it would be easy to figure a compensation on the money invested.

How can a grain man figure what margin he must take who knows nothing of the costs in the business, who has waited yearly to see how he is going to come out.

"What information is necessary, and what effect will, or should that information have on my private business as a grain dealer?"

What the grain man who handled 100,000 bus. of grain thru his elevator last year now wants to know is: "What has become of my \$5,000 to \$8,000 profit?" All that grain was purchased on a 5c to 10c margin. If he has sustained large losses he knows it, he has reasons to remember it; but did it ever occur to you to investigate where your profits might go in a small way, and how a larger per cent might be retained in a truly legitimate way?

The two most important factors that the grain man has to contend with are expenses and losses; and in order that he may bid for the several kinds of grain that you handle, these expenses and losses must be kept separate.

What are the expenses that must be paid out of the 3c on which you are handling wheat? Labor,—and you must include your own time on some basis of value, as well as your hired men; fire, tornado, and liability insurance; interest on investment, or rent, if you are renting your property and on your working capital; taxes, depreciation on buildings and equipment, repairs, supplies, power, light, heat, telegraph and telephone, traveling, weights and inspection at the terminals, and commission.

Losses still have to come out of that 3c margin. They include elevator shrinkage, terminal shrinkage, failure to grade, and some of those advances on which you are also paying interest, better known as "bad accounts."

You are growing older,—it startles even me when I think how long I have known some of you,—and you must realize that in this game of "making good" there is a time limit. Can you afford to go through this year not knowing whether you are winning, playing even, or running behind? If you are losing today, you want to know it so that tomorrow you can change the trump; and next week you want to know how much you have profited by the change.

If we investigate we find that a large percentage of all failures are due, not to lack of ambition, ability, or hard work, but rather to ignorance of the actual conditions of the business. The man who is making good is the man who labors less and thinks more, the man who studies his expense account and whose bookkeeping is not simply a record of receipts and expenditures, who knows that in the game of "making good" there is a "time limit."

How many expense accounts do you have on your general ledger? Are you acquainted with an account called "general expense"? Are you still loading down that overworked and meaningless account? To this one account can be traced more lack of information than to all others. It is a sort of private dumping ground to which all classes of expenditures and receipts are charged and credited, so that in the end its only redeeming feature is a balance of so many dollars and cents that must go to the debit of profit and loss, carrying with it much information that is of vital importance. Get rid of that account by dividing those expenses under their proper heads.

Your Sec'y sent out a letter for data, on costs in handling the elevators in his state; and in March, 1911, Circular No. 2 was sent out to the Ass'n members.

Average costs. This circular shows an average cost of 5.25c per bu. to handle wheat, 4.59c per bu. to handle corn, 4.53c per bu. to handle oats. This is on a basis of 100,000 bus. per annum; in order for this average grain man to make \$1,000 clear he must bid the farmer 6.25c per bu. less his track bid on wheat, 5.59c per bu. less for corn, and 5.53c per bu. less for oats.

S. W. Strong, sec'y, Illinois Grain Dealers Ass'n, spoke on Claim Buros as follows:

## Claim Buros.

Thru the efforts of associated shippers, we have now reached a point where carriers understand that a claim is a valid obligation and must be paid. Before that, the individual could not afford the expense of enforcing the payment of his claim



Pres. H. H. Deam, Bluffton, Ind.



caused by the long delays, tedious litigation and attorneys' expenses; but ass'n.s of shippers organized in the various states operate claims buros supported by the members which can obtain the payment of all just claims at very slight expense to each shipper.

A claim to be properly substantiated should have an affidavit of loading, showing how it was loaded, what kind of a scale used, the grade of grain, and the weight loaded. If the shippers can make out this affidavit, his obligation is completed. The other evidence should be the paid expense bill and the certificate of the outturn weight, certificate of car condition, certificate of inspection, and account sales. Under the law in Illinois, the carrier, to escape paying a claim, must show that the scales at the initial or at the terminal point were incorrect, or that there was collusion or fraud.

If the shipper coopers a car properly and the car is in fit condition, there will be no losses; but so much of the equipment is in poor condition that in bouncing over the tracks leakage is bound to occur. When the car reaches a terminal and is standing still, it is hard to detect where it leaked.

It is perfectly practicable for carriers to furnish equipment that will carry grain without loss. They have been derelict in their duty; but the time is coming when they will be required to furnish equipment that will carry grain safely. For many other commodities they furnish special equipment; but for grain, which pays a greater revenue than any other commodity handled, they make little effort to give it equipment fit to carry it.

Another feature is that, if a train is overloaded, grain cars are the first set out. Grain has always been regarded by the railroad men as an imperishable commodity. We know that corn, particularly new corn, is perishable; and within the past three years the carriers have come to realize this also. The only way to force the carriers to expedite the movement of corn is to enforce the payment of your claims for deterioration in transit.

**Time Limit on Claims.**—Speaking on the time limit for filing claims, some shippers are demanding more time than is at present allowed. For the ordinary country shipper, however, four months is long enough. If he has not all of his papers on hand in that time, he can file his claims anyhow and furnish the rest of the data later.

The carriers are trying to have claims transferred to Federal courts. It may cause some delay and inconvenience, but it will not affect the payment of the claims. The carriers are taking steps to reduce the friction now present in the adjustment of claims; and some day we may be able to get payment of claims without litigation.

**Higher Rate.**—I do not think that shippers would object to higher freight rates if the railroads agreed to use the additional money for the benefit of the shippers; but until the roads give an intimation that they will put their equipment in better shape, they will have the opposition of the shippers. There is no question but that the carriers get money enough now, if they could be freed from high finance and Wall Street.

**Grain Shippers** as a class do not want anything more than is due them legally. In Illinois not 1 per cent of the claims presented ask for anything more than what is legal and right. Twenty-two per cent of the railroads' earnings for live stock traffic is paid back in claims; on grain less than 4 per cent is paid back in claims; so you will see the losses to the carriers on grain are slight.

I would like to encourage you shippers to get behind your claim buros and support them. It will cost you less than the value of your time used in looking after your own claims; and it will insure the collection of a great many claims that you individually could never collect.

J. W. McCord, Columbus: In the matter of claim buros I think that Ohio is a pioneer. We have had one many years. We did not establish our buro for revenue, but for teaching our people how to make out their claims.

On the question of corn grades, I sent a circular to our members expressing my personal opinion on the grades. I think the following from this circular will be of interest to you:

The Grain Dealers National Ass'n. our Ass'n. and nearly all of the grain exchanges of the United States contended for Table No. 2 (which is the table with the word "Standard" inserted after No. 2, thereby maintaining grades 1, 2, 3 and 4 practically unchanged with moisture per-

centages of 14, 15½, 19½ and 21½, respectively). Inasmuch as the Department of Agriculture did not adopt this suggestion, the effect will be that our present grades of No. 3 and No. 4 corn will be changed on July 1 to No. 4 and No. 5 corn, respectively.

The grades as promulgated by the Department apply only to corn shipped interstate; and the right of private contract and private terms is presumably not in violation of the order of the Department, except when the phraseology used in private terms and private contract contravene, transgress, or are in conflict with and appropriate the terms and descriptions in said order. Corn can be sold interstate shipment as heretofore "Cool and Sweet" or to contain a certain amount of moisture, or for a certain market "official inspection," etc., provided the phraseology used in describing the grade or quality does not appropriate the terms and descriptions used in the Government Grades. Corn in intrastate shipment may be designated and sold on any standard agreed to by seller and buyer.

J. W. Snyder, Baltimore: The government officials in fixing the new grades have made another mistake. Rule 1 says that Grades No. 1 to No. 5, inclusive, must be sweet. Note A says that in the percentages of damaged corn allowed in Grades Nos. 4, 5 and 6, there may be included damaged or mahogany kernels in amounts not to exceed ½%, 1½ and 3%, respectively. Here is an incongruity that shows that the rules were promulgated by government officials who do not understand the grading of corn as well as the engineer in your elevator. They state that Grades 1 to 5 inclusive must be sweet, but that No. 4 corn, which is proposed to be known as the commercial grade after July 1, may contain damaged or mahogany kernels. Who of you ever knew corn to become mahogany corn except thru heating; and yet they require that the heated corn must be sweet. This is the first mistake in the rules. I predict that the grades will have to be changed between now and July 1.

J. W. McCord: It took about six years to inject the rule of reason in the Sherman law; but I think it will take only six months to inject the rule of reason in the new corn grades.

Chas. B. Jenkins, Noblesville: We had a shipment of 25 cars of grain in new L. S. & M. S. cars, and in the entire shipment there was a shortage of 2 bus. 40 lbs. This shows that shortages are caused by poor equipment. We find that many shippers are negligent in the filing of claims.

If you do not discriminate in favor of the man who works with hand and brain to produce better and more grain, you are going to have worse conditions than now. There is not a grain man here who is not regarded as a leading man in his community. When your people know that you say to the farmer: "I am going to pay you what that load is worth;" and if you will discriminate between the good farmer and the poor farmer, both of them will profit by your discrimination. The one will receive the reward due to merit; the other will be spurred to raise better grain. I hope this spontaneous appeal will result in your taking this text home and in buying your grain on its merits.

E. E. Elliott, Muncie: I am losing faith in the moisture tester because of the variations in the tests. I have not found two machines that test alike.

J. W. McCord: 75% of the Ohio corn is hot on the basis of the moisture test; and in the corn belt of Ohio, they are rigidly adhering to it. While it is impracticable to use it on every load, it can be used often enough so as to give practically accurate information on all corn received.

C. B. Jenkins: The moisture tester is not perfect; but the man who has a moisture tester is better able to judge what the corn is when it gets in; and when he loads out that corn, he will subject it to a test so that he will have a check on the other end, not an altogether infallible one, but it will do.

S. W. Strong: While there is a great deal of talk about the variations in moisture tests, I have never met a country shipper who used a moisture tester but said that it was a help to his judgment.

O. J. Thompson, Kokomo: The difference in moisture tests at home and at terminal markets will not average over ½%. What success do you have in collecting claims for shortages when the car reaches the terminal in good condition?

S. W. Strong: If there is a shortage in weight and the initial weights are satisfactory, the claim would be paid in Illinois.

Chas. B. Riley: If they have a clean record on the car, they turn down the claim; but we get under that and find that their record is incorrect. The railroads themselves admit that their records on car movements are very inaccurate.

However, you do not make use of all of the information available in collecting your claims. One of the trade journals has been publishing for four years or more a list of cars seen leaking in transit, and there are men here who have collected money as a result of these reports. Mr. Jenkins himself collected \$45 on a report of that kind. The paper I refer to is the Grain Dealers Journal. I want every man in this room to hold up his hand who will promise to send in to the Grain Dealers Journal or to the other papers a report of every leaking grain car he sees from now on.

Practically every man in the room held up his hand.

J. A. A. Geidel, Pittsburgh: We had a car arrive from an Indiana station short in weight and with an apparently perfect record. However, the car required 19 days to reach our markets, and it should have taken not longer than 4 days. We looked up the record and found that it had been in the shops twice for repairs. There is always a reason for a shortage.

H. H. Deam: We test every car of corn before it leaves our place. If we find it shows a lot of moisture, we send it to the closest point. That one thing alone is worth the price of the tester. We find every little variation between our tests and the tests made in the terminal markets.

C. T. Ballard: If you show the railroads that you really mean business, they will pay your claims providing your scales are right and the terminal weights are correct.

A. C. Sumners, Swanington: We have a county agent in Benton County who has been organizing a farmers' shipping ass'n.

Chas. B. Riley: About 30 days ago I had a call from one of the counties that a county agent had been very active in the organization of a co-operative elevator company. I took it up with Prof. Christie, who said that it was clearly beyond what was contemplated as the duties of the agent and would not be permitted.

### Evening Entertainment.

The Grain Com'te of the Indianapolis Board of Trade provided a highly enjoyable entertainment in the dining room of the Board of Trade the evening of Jan. 21. A charming young lady sang, and a young man with a deep, fine voice led



the grain men in the singing of the "Hoosier Wail." Mr. Boyd's gallantry with the ladies received ample acknowledgment in a clever skit by a young lady clocutionist. Two professional tango dancers gave the original Argentine tango (which they said was too slow to win favor with American dancers). To prove this, they danced the ball-room tango with a number of their own variations.

Joseph E. Bell, the present mayor of Indianapolis, and Harry R. Wallace, formerly mayor, gave addresses of welcome.

Charles B. Jenkins, Noblesville, pres., Indiana Millers Ass'n, attacked the activity which several county agents have shown in the organization of farmers' elevators and demanded that the grain men thoroly investigate the matter and express their disapproval in vigorous manner.

Prof. Geo. I. Christie of Purdue University, who has general supervision over the county agents in the state, explained to the grain men that the past efforts of the county agents had been somewhat exaggerated, but were thoroly disapproved by the University and had been stopped. He assured the grain men that the mistake had been an honest one, impossible to foresee, but one not apt to be repeated.

S. W. Strong, Urbana, sec'y of the Illinois Grain Dealers Ass'n, urged the Indiana grain men to avoid becoming excited about farmers' elevators. He stated that the Illinois ass'n and its members had made the mistake of fighting the proposition tooth and nail, a mistake they saw clearly now. He said that, as this was a free country, the farmers had a right to build co-operative elevators. He pointed out that nothing was to be gained by blind antagonism. He urged the Indiana Ass'n to admit the farmers' elevators into their ass'n and educate them into the proper conduct of their business.

Cigars and cigarettes were plentiful. A cold lunch and hot coffee were served; and after a great deal of jollity and good fellowship, the grain men dispersed.

## FRIDAY SESSION.

The Friday session, Jan. 22, opened at 9:30 a. m. with about 50 members present.

Chas. B. Riley: I propose that we print the new corn grades on cards, to be hung up in your offices. We are now in a period of education. Both the grain dealers and the farmers have to be educated concerning the grades. The farmers feel that the grain men are responsible for the grades. You grain men should show them clearly what our position has been regarding the grades.

When the grades go into effect, most of the corn will grade No. 3 with 17½% moisture. This may lull you into a false security about the new grades; but we all know that you cannot sell 17½% corn until well along in summer.

P. E. Goodrich: I think it is important that we impress upon the farmers as much as possible the position we took on these grades, that we were not in favor of the grades. The whole trend of the present Congress seems to be to protect the consumer.

We are going to have county agents in every county in this state. These fellows are young, enthusiastic, and without business experience; and they are liable to go off at a tangent and do elevators and other business interests harm. We as grain dealers should get hold of these young fellows when they come into the county and keep them from making mistakes. They are entitled to our support. We are responsible more than any other

class of men for the fact that they were appointed.

E. E. Elliott: I think the people who send out bids should keep us informed as to the discounts between 18%, 19% and 20% corn. They should have a schedule on their cards showing these discounts. Then we would know how to regulate our prices to the farmers.

Geo. L. Stebbins, Chicago: Mr. Elliott's idea is a good one, but the discounts very often change during the day, especially in our market. However, our firms are always willing to send to their customers the daily market report, showing the actual sales during the day.

We have passed thru a period during the past few weeks of very wide discounts. We have had to accept discounts on sales for our customers that made us blush to report; but nothing else could be done. The market warranted the discounts because there was no demand for the corn. Formerly we had the export trade, which gave us a place to put that corn, but now we no longer have this market.

A. F. Files: When the exchanges adopted moisture testers in grading grain they became more critical. Under government supervision, they will be more critical than ever. The buying of corn should be by grade right from the farmer up.

O. J. Thompson: The government official who said that poor corn ought to be allowed to rot on the farmers' hands is not worthy of his position. It is the duty of the grain man to handle the farmer's grain no matter how bad it is and to get all he can for it. It is worth something to somebody, no matter what kind of grain it may be; and the grain man who finds a market for it is doing a good service to the farmer, to himself, and to the consumer.

Pres. Ashpaugh: We country shippers ought to determine upon some standard way of testing and grading corn when buying from the farmer.

Bennett Taylor, Crawfordsville: The farmer must be taught to plant the kind of corn that will mature in season and to get it in marketable condition after it is matured. The county agent can help in this. We may have to teach our farmers to wait until February instead of marketing in November.

C. A. Pricer: You cannot protect yourself by keeping the margin wide enuf to make you safe on everything. You have to buy by grades. The farmer will try to make you believe that his bad stuff is worth what good stuff is. If you make the margin too wide, somebody will jump the fence.

Chas. B. Riley: A couple of years ago we had a statement covering the operation for ten years of two elevators in Illinois. Every item of expense was taken care of in the books. The man who operated them, Mr. Minor of Indianapolis, is, as you all know, a careful, prudent grain man. During the ten years two and a half million bushels of grain were handled, divided almost equally between corn and oats with some wheat. Mr. Minor found that in the ten years it cost him 3.17c per bu. to handle the grain. There is not a man here who could handle grain at a less cost. Mr. Minor says he could not do it now. One of the most important things about the grain business is to know what it costs you to do business.

Pres. Ashpaugh: The government has the right idea in saying that we want to encourage the raising of better grain. Their efforts will fail, however, unless

the local grain man falls in line and buys grain by its quality. We ought to devise some means by which we can buy corn on grade.

Bennett Taylor: Mr. Goodrich, chairman of the com'ite on nominations, was obliged to leave and he asked me to read the com'ite's report, which follows: Pres., H. H. Deam, Bluffton; vice-pres., D. C. Moore, Waynetown; board of managers: J. H. Morrow, Wabash; Frank Kelley, Lafayette.

The report was approved and the officers declared elected.

H. H. Deam: I want to express my appreciation of the honor you have paid me. I am heart and soul in this ass'n work and am glad to put my shoulder to the wheel. I shall endeavor to do everything possible for the benefit of the ass'n.

Prof. Geo. I. Christie, before taking up his talk on "Vocational Education," again brot up the trouble with county agents and their activity in promoting co-operative elevators. He knew of only one instance of this and assured the grain men that it was stopped as soon as he heard of it. He urged the grain men not to place too much emphasis on the mistakes of one or two young men, as they would not be repeated.

In connection with vocational education, Prof. Christie pointed out that many farmers' sons feel forced to leave the country and work in the cities because their fathers have not sufficient land to provide all of the boys with farms. On the other hand, many farmers are unable to get the highest possible use out of their land because of insufficiency of competent help. Thru the various schools of the state efforts are now being made to educate the boys in scientific agriculture and to arouse their enthusiasm so that they will stick to the farm.

Chas. B. Riley: The opposition of the grain dealers to the county agents' activity in forming co-operative elevators is due to their belief that it is not the function of the state, thru any of its departments, to develop competitive conditions.

H. H. Deam: We should not leave this convention with a bad taste in the mouth about the county agent work. The agent is going to do us good and we should help him along all we can.

Chas. B. Riley: We have a paper from Mr. Maegley, Asst. Gen. Fft. Agt. of the Santa Fe and in charge of the weighing bureau of the Central Freight Ass'n. He was invited to speak on "Weighing and Its Relation to the Traffic of the Country." Short extracts were read from Mr. Maegley's paper.

## Resolutions.

A. F. Files presented the report of the Resolutions Com'ite, giving the following resolutions:

### Claims Bureau.

RESOLVED, That we are pleased to refer to that part of the Sec'y's report covering the Claims Department, and to direct attention to the high efficiency shown in handling the work of this Department.

The record of 70% of all claims collected is remarkable and in itself recommends this Department of our Ass'n.

RESOLVED, That we urge freer and more general use of this Department by our membership and others who desire to avail themselves of the benefits of this Department.

### In Memoriam.

During the past year our Ass'n has lost by death one of its oldest members, James A. Wellington of Anderson, Indiana.

Mr. Wellington was a charter member of the Ass'n and Chairman of the first Com'ite on Constitution and By Laws. He has been active in Ass'n affairs ever since its organization.



**RESOLVED**, That in his death our Ass'n feels the loss of a strong supporter and a good adviser.

**RESOLVED** that this resolution be spread on the record and a copy sent to the bereaved family of the deceased.

#### New Corn Grades.

**WHEREAS**: The new Corn Grades, promulgated by the United States Government are to become effective next July.

**RESOLVED**, That attention be called to the desirability of elevator men thoroly familiarizing themselves with these grades and their effect, never losing sight of the fact that these are government grades and not board of trade grades, under which corn has been handled up to this time.

#### Legislative Com'te.

**RESOLVED**, That we endorse the work of the Legislative Com'te as reported and recommend the support of our membership in its future work.

#### Change in Arbitration Rules.

**RESOLVED**, That we recognize in the principle of arbitration, the best possible means of settlement of differences between grain dealers, and that this Ass'n authorizes its Board of Managers to make such modifications in our arbitration rules as may be found advisable, to the end, that settlement of differences not only, between members of our Ass'n, but between members of our Ass'n and other ass'ns may be more generally referred for arbitration.

#### Changes Caused by Tariff.

**WHEREAS**: Tariff changes recently effective, have resulted in the admission of corn free of duty and a heavy reduction in the duty on oats, already large quantities of both cereals have been imported, materially disturbing market conditions.

**BE IT RESOLVED**, That we recommend to the members of this Ass'n a careful study of this situation, to the end that the new conditions may be properly met.

#### Increase Membership.

**WHEREAS**, This Ass'n is dependent upon its membership for its success and the greater the membership the greater the efficiency of the Ass'n.

**RESOLVED**, That each member try and secure at least one new member for the Ass'n during the ensuing year and thus assist in bringing the Ass'n to the highest possible degree of usefulness.

#### Endorses Christie's Work.

**RESOLVED**, That this Ass'n endorses the educational work outlined by Mr. Christie, and advises hearty co-operation on the part of our members.

Resolutions of thanks to the retiring officers and to the Indianapolis Board of Trade were also passed.

The report was adopted as read.

Wm. Hirschy, Chicago, had an exhibit of various foreign grains which he passed among the grain men. Included in the exhibit were specimens of Brazilian corn, West and South African corn, Roumanian corn, Chinese soya beans and Argentine corn, oats and wheat.

Chas. B. Riley: The chemical analysis of Argentine corn, as compared with domestic corn, as made by Dr. Duvel, would indicate that the Argentine corn is a little bit better than our own. We have been laboring under a wrong impression as to that.

Wm. Hirschy: The Corn Products Refining Co., the largest manufacturer of corn products in the country and probably in the world, has been using Argentine corn since last July in its plant in New Jersey, and where it does an export business. The chemical test by Dr. Duvel shows a theoretical difference in favor of Argentine corn, and the practical tests made by the Corn Produce Company prove the superiority of the Argentine corn.

Adjourned *sine die*.

#### Convention Notes.

Baltimore sent J. W. Snyder.

Buffalo Corn Exchange sent its sec'y, Fred E. Pond.

Philadelphia was represented by William M. Richardson.

Detroit's only representative was R. L. Hughes, reпт. Dumont, Roberts & Co.

The Seed Trade Reporting Buro showed Brown-Duvel Moisture Testers.

R. S. Winchester, Laredo, Mex., told thrilling stories about the Mexican revolution.

Toledo sent Fred Jaeger of J. F. Zahm & Co. and John W. Luscombe of Southworth & Co.

Pittsburgh—J. A. A. Geidel of D. G. Stewart & Geidel looked after the interests of his market.

H. A. Foss, Weighmaster, Chicago Board of Trade, got re-acquainted with his Indiana friends at the convention.

The Cincinnati delegation included F. E. Fleming, Pliny M. Gale of The Gale Bros. Co., J. R. Stafford and John B. Woodin.

Kentuckians in attendance included T. B. Crowley, Henderson; C. T. Ballard, Louisville, and G. S. Zorn and Henry J. Mazzoni, S. Zorn & Co., Louisville.

Souvenirs were distributed as follows: Pencils by the B. S. Constant Mfg. Co. and the Raymond Bag Co.; memorandum books by Nading Mill & Grain Co., and phantom card tricks by Bert A. Boyd.

Among the Chicagoans at the meeting were J. H. Adam, reпт. Rosenbaum Bros.; P. S. Goodman, William M. Hirschy, R. I. Mansfield of Finley Barrell & Co., and Geo. L. Stebbins of Sawers Grain Co.

**WANTED** good late fotograf of the Indiana grain dealer who tried to buy new corn on a 20 cent margin. What was the date and place of the tender? Who is the man? Was corn shipped same quality he tried to buy? We doubt it.

Identification badges were supplied by the Grain Dealers Fire Ins. Co., Mr. C. B. Sinex of the company caring for the register. He reported that close to 200 registered during the convention, showing the attendance to have been unusually good.

Machinery men were as active as usual. Among those present were G. H. Baxter, reпт. Richardson Scale Co.; A. S. Garman, reпт. Huntley Mfg. Co.; H. A. Brown and L. M. Smith of the Seed Trade Reporting Buro, Harry E. Surface of B. S. Constant Mfg. Co., and E. H. Reynolds.

William Hirschy's exhibit of foreign grains was of great educational value; and it is to be regretted that so few of those present took the trouble to look at it. The exhibit showed samples of European, African and South American corn. The striking differences between the various samples show how greatly a plant is affected by cultivation and the conditions under which it grows.

Those two omnipresent secretaries, J. W. McCord, Ohio Grain Dealers Ass'n, Columbus, and S. W. Strong, Illinois Grain Dealers' Ass'n, Urbana, played an important part in making the proceedings interesting and instructive. The close cooperation which exists between the ass'ns of these three adjoining states redounds to the credit of their secretaries and is the source of a great deal of benefit to each organization.

Bert A. Boyd's hospitality and his ability as an entertainer are too well known to excite comment; but at this meeting Mr. Boyd established a new record for himself. Following is the process Mr. Boyd repeated at frequent intervals during the two days of the meeting: Coming to the door of his office, he sees a lonesome grain man in the hall. He swoops on his unsuspecting victim and carries him into his den. Here a charming young lady pins a flower on his coat.

Mr. Boyd personally conducts the new comer to his private office, introduces him to all present, installs him in a comfortable seat, hands him a good cigar or cigarette, orders a negro to polish his shoes and then entertains him with a little sleight-of-hand performance accompanied by the inimitable Boydian patter. How many grain men Mr. Boyd welcomed in this elaborate manner is beyond count, but he seemed to enjoy it more each time he did it. Is it any wonder that the genial Bert is president of his Board of Trade? The real surprise is that they have not insisted on giving him the Board Building as a Christmas gift.

The following firms have been admitted to membership in the Indiana Grain Dealers Ass'n, since the June meeting, 1913. Whiteman Brothers, Hazelrigg, Ind.; Fostoria Grain Co., Fostoria, O.; Fountaintown Elevator Co., Fountaintown, Ind.; Dinwiddie Grain Co., Lowell, Ind.; Frank Kelley Grain Co., Remington, Ind.; Stall & McCorkle, Thorntown, Ind.; Seegar & Witt, Clark's Hill, Ind.; Lochiel Farmers' Elevator Co., Lochiel, Ind.; Aylsworth Elevator Co., Attica, Ind.; Stafford & Murray, Oxford, O.; King Grain Co., Wabash, Ind.; P. W. Millikin, Blountsville, Ind.; Nixon & Vandeventer, Attica, Ind.; Blish Milling Co., Seymour, Ind.; Reliance Grain Co., Indianapolis, Ind.; T. J. Ryan, Delphi, Ind.; Wellington Milling Co., Anderson, Ind.; Advance Grain Co., Advance, Ind.; C. H. Billman & Sons, Shelbyville, Ind.; W. A. Meloy, Argos, Ind.; Castleman & Williamson, Culver, Ind.; Favorite Grain Co., Kirklin, Ind.; Nickel Grain Co., Valparaiso, Ind.; Kirklin Grain Co., Kirklin, Ind.; Travis & Co., Kingsbury, Ind.; Berne Milling Co., Berne, Ind.; Jesse L. Peters, Collett, Ind.; C. V. Graft, Winchester, Ind.; F. P. Pence, Pence, Ind.; Cook & Aukerman, Red Key, Ind.; Mollett Grain Co., Toledo, O.; Files-Thomson Co., Indianapolis, Ind.; P. Engle, Albany, Ind.; Nappanee Produce Co., Nappanee, Ind., and Indianapolis Elevator Co., Indianapolis, Ind.—C. L.

Among the Indiana shippers present were the following: W. H. Aiman, Pendleton; R. Alexander, Lafayette; J. P. Allen, Sullivan; G. H. Anderson, Seymour; M. Apfelbaum, Ft. Wayne; Chas. A. Ashbaugh, Frankfort; J. C. Batchelor, Sharpsville; D. L. Brookie, Frankfort; Wm. E. Brown, Pendleton.

H. Earl Campell, Stockwell; H. J. Casley, Rockfield; D. B. Clark, Hagerstown; H. C. Clark, Frankfort; H. H. Deam, Bluffton; Owen A. Dutchess, Kokomo; E. E. Elliott, Muncie; A. H. Flanigan, Crawfordsville; R.

J. Follett, Carmel; W. B. Foresman, Lafayette; Wm. Frank, Frankfort.

H. E. Garrison, North Grove; C. F. Gary, Colfax; P. E. Goodrich, Winchester; W. A. Gray, Kirkpatrick; W. C. Halstead, Brookton; A. E. Hartley, Fowler; C. W. Hawkins, Otterbein; J. S. Hazelrigg, Cambridge City; Chas. Haywood, New Richmond; E. Hutchinson, Arlington.

H. W. Keimann, Shelbyville; F. Kelley, Frankfort; H. E. Kinsey, Leesburg; J. S. Leakey, New Lisbon; G. M. Malsbary, Darington; Baxter McBane, Thorntown; L. McFadden, Walton; T. A. Morrisson, Kokomo; J. H. Morrow, Wabash.

Wm. Nading, Shelbyville; C. E. Nichols, Lowell; G. C. Patty, Camden; M. B. Pratt, Frankfort; J. A. Rice, Frankfort; S. C. Rhode, Attica.

J. W. Sale, Bluffton; J. P. Schumacher, Daleville; Elton Shaffer, Burnettsville; Ura Seeger, Clark's Hill; A. D. Shirley, Lebanon; C. T. Smith, Greenfield; C. A. Stevenson, Frankfort; E. K. Sowash, Middletown; Jessie Summers, Ambia; W. A. Summers, Ambia.

Bennett Taylor, Lafayette; O. J. Thompson, Kokomo; David Unger, Russiaville; LeRoy Urmonst, Tipton; N. A. Wall, New Ross; Wm. Wiedemann, Frankfort; W. D. Wilhelm, Tipton; N. E. Williams, Fairland; J. W. Witt, Lebanon; H. G. Wolf, Morris-town; Oscar Yundt, Stockwell.



## MEETING MICHIGAN BEAN Jobbers.

The midwinter meeting of the Michigan Bean Jobbers Ass'n was held at the Hotel Cadillac, Detroit, Jan. 14-15.

About 200 bean jobbers, grain dealers, machinery men and farmers were in attendance. The meetings were characterized by snappy talks and a businesslike air.

The first session was called to order by Pres. Welch of Owosso at 1:15 p. m. Jan. 14, who introduced E. A. Guest, whose welcoming remarks were much appreciated.

Pres. Welch called attention to the fact that one year ago only one farmer was present at the convention and that now eight farmers were present. He further said that this was a very favorable sign and that it spoke well for the future of the Bean Jobbers Ass'n.

Prof. J. A. Muncie delivered an instructive illustrated lecture on Beanology. Prof. Muncie is co-operating with the ass'n to eradicate bean diseases.

C. P. Wang of Ann Arbor and a native of Pekin, China, spoke of the importance of American influence and expressed his appreciation of American favors.

The meeting adjourned until 6:30, when about 200 ladies and gentlemen sat down to enjoy a banquet.

Major A. P. Loomis ably presided as toastmaster and his efforts added much to the enjoyment of the occasion.

The Wednesday morning session opened at 10 a. m. with an address by N. P. Kimball on "Michigan Gateway Inspection on Carload Beans." He said in part: When our beans receive state inspection that should be final as to grade and our agony should be over. Our sight draft should be paid on presentation.

We asked 2,000 wholesale grocers if they would pay sight drafts on Michigan state inspected beans, and only 12 said that they would do so.

We should get together and work this matter out for the greatest good for the greatest number.

W. J. Orr spoke against having a central selling ass'n for Michigan dealers.

E. L. Wellman made a motion that the official grade of 1 pound Pickers be abolished, to take effect Sept. 1, 1914. The motion was promptly supported and adopted.

W. J. Orr presented an invitation to the ass'n to hold its next meeting in Saginaw.

He also gave notice that A. T. Ferrell & Co. would provide a banquet and especially urged all the dealers and their wives to be present.

The invitation was received and accepted with hearty applause and cheers for Mr. Ferrell.

The meeting then adjourned.

### SPARKS FROM SPEECHES.

"About 70% of the bean crop of United States is raised in Michigan."—Edgar A. Guest.

Pres. Welch is now an ardent suffragette supporter. He reports that Miss Wooster, the new sec'y, gets the money and that finances are in fine shape.

China uses beans for dyeing purposes as well as for food.—C. P. Wang.

The prices Michigan bean jobbers get are said to be the cause of the revolution in Mexico.—Fred Mayer, Toledo.

So long as honesty, square dealing and fair honest profits govern your business principles, just so long and to such extent shall you prosper in your business.—N. P. Hull.

Work in the rough is needed on buildings and in almost every reform movement. I am glad to do my small share.—Geo. Barry.

Mexico has about 17 million people, half of this number being male and half female. Its climate is such no one freezes to death or suffers from sun stroke. Rains are frequent and heavy; and they have had as high as 50 inches in one year. They raise two or three kinds of beans, but the "Free-Holys" are the principal ones and the crop last year in dollars and cents was worth about 13 millions. This is about 10 millions more than the value of the Michigan crop, but I suppose if the people of Michigan ate more beans, more would be raised. The "Free-Holys" are about the same size as the Michigan bean, but are brownish in color.—Fred Mayer.

AMONG those present were E. W. Burkhart, Fowler, bean inspector; J. E. Burroughs, Flint; W. O. Calkins, Bancroft; B. L. Cole, Metamora; W. A. Daly, Saginaw, and Wm. Francis, Mt. Pleasant.

Chas. Harpham, Vassar; M. D. Holbrook Dryden; F. T. Hyne, Brighton; J. M. Isgrig, Traverse City; E. Judson, Durand; F. S. Lockwood, Portland, and S. D. Lockwood, Metamora.

S. B. Martin, Maysville; F. E. Nowlin, Albion; G. E. Odell, Elton; A. E. Schepers, McBain; W. Schrader, Ubley; C. A. Stockmeyer, Caseville; S. I. Stump, Amada, and G. H. Triphagen, Sunfield.

Toledo was represented by Henry Goemann, R. S. Burge, Fred Mayer and Chas. Knox.

C. D. Potter, Chicago, represented A. Dickinson Seed Co.

Souvenirs in the form of paper weights and hat brushes were given by Huron Portland Cement Co.

Hess Elvtr. Co., Akron, presented everyone with a lead pencil.

Morton Salt Co. handed out paper clips.

Machinery men: Chas. H. Sterling represented the Invincible Grain Cleaner Co.; Geo. W. Pettee exhibited an Acme Automatic Bagging Scale; A. T. Ferrell and A. Rushlo represented A. T. Ferrell & Co.; J. C. Burrell represented Burrell Engineering and Construction Co.; A. H. Smith represented Huntley Mfg. Co.

WE certainly appreciate the Grain Dealers Journal.—J. W. Boyd, pres., J. W. Boyd Grain & Com. Co., Joplin, Mo.

I WOULD not be without the ever-welcome Grain Dealers Journal.—C. N. Ogden, mgr. Farmers Elvtr. Co., Grinnell, Ia.

I LIKE the Grain Dealers Journal very much and find numerous helpful hints in it.—J. A. Barney of H. E. Knappen's Elevator, Schoolcraft, Mich.

UNIFORM FEED labels have been obtained in four southwestern states by agreement among their respective feed control departments after a series of conferences with feed manufacturers. The broad-minded attitude of these state officials suggests a practical solution of the many difficulties now facing the feed manufacturer and the seed dealer who find that they must comply with the conflicting requirements of the state laws in each state into which they ship their goods. A little more intelligence on the part of state legislatures and a little more liberalism on the part of the state officials will cause most of these difficulties to disappear.

## N. R. Moore Pres. Peoria Board.

N. R. Moore, who was recently elected pres. of the Board of Trade at Peoria, Ill., gained his first knowledge of the grain trade as the operator of a country elevator. Many years ago he operated two grain elevators at Roanoke, Ill., on the Pekin branch of the Santa Fe, which he sold to W. H. Perrine in 1906.

Mr. Moore then purchased three elevators west of Galesburg and operated them in partnership with Mr. Perrine under the name N. R. Moore & Co. In the spring of 1908 he sold these houses



N. R. Moore, Peoria, Ill., New Pres. Board of Trade.

and for a year or more traveled as representative of W. H. Perrine & Co. Mr. Perrine in October, 1909, bot the business of Roberts, Moschel & Mosiman at Peoria and Mr. Moore went into the business and got Mr. Rumsey of Chicago interested in it, the firm becoming Rumsey, Moore & Co.

Mr. Moore went to Peoria a stranger comparatively to terminal market methods and in a few years has made a great success of the business, of which he has entire charge, as sec'y and manager. He has a host of friends in the country and is highly esteemed by his fellow members of the Board of Trade.

THE GRAIN Dealers Journal is O. K.—C. W. Lee Co., Frankfort, Ind.

WE LIKE the Grain Dealers Journal.—Boonville Elevator Co., Boonville, Mo.

THE GRAIN Dealers Journal is a valuable paper.—C. A. Kirkeby, Souris, N. D.

WOULD not be without the old reliable Grain Dealers Journal.—L. C. Allinger, Delphos, O.

WE DO not care to miss an issue of the Grain Dealers Journal.—J. N. Loeltz, Loeltz Grain Co., Earling, Ia.

THE GRAIN Dealers Journal is a wonderful paper for the grain trade.—C. E. Thomas, Crab Orchard, Neb.

WOULD not be without the Grain Dealers Journal.—T. E. Samuel, Remington Farmers Elevator Co., Remington, Ind.



# Seeds

The Montana seed law went into effect Jan. 1.

The Tested Seeds Co., San Benito, Tex., is building a small seed elevator.

The Oklahoma Nursery & Seed Co. was recently incorporated for \$10,000 to engage in the seed business at Muskogee, Okla.

Leslie Mattice has been appointed seed inspector for the State of Minnesota. He will be responsible for the enforcement of the state seed law.

The Bad Axe Grain Co., Bad Axe, Mich., has installed a seed-testing laboratory and will send a man to the State Agricultural College to take a course in seed analysis.

Crawfordsville, Ind., Jan. 16.—A good crop of red clover seed was produced here; but most of it was sold from the thrasher and little remains in farmers' hands.—H. T. Stout.

A bill was recently introduced in Congress which divests shipments of garden, agricultural, grass and other seeds of their interstate character and provides for misbranding, adulteration and fraud in their sale.—C.

Spring Valley, Minn.—The Minneapolis Seed Co. has a man in the field driving amongst the farmers buying timothy seed and clover seed direct from the farmers around Spring Valley.—La Crosse Grain Co.

The seed and castor beans com'tee of the St. Louis Merchants Exchange for the coming year consists of Benjamin P. Corneli, chairman, Fred S. Plant, Robert W. Pommer, Charles E. Prunty and Henry C. Schultz.

The Toledo Produce Exchange seed com'tee for 1914 consists of F. W. Annin, R. L. Burge, W. E. Stone, F. W. Jaeger, J. A. Smith, W. R. Hadnett and J. C. Husted. Chas. B. Pitzen was re-appointed inspector and weigher of seeds.

Probably the first carload of feterita ever shipped was sent by the Liberal Elevator Co., Liberal, Kan., to the Hutchinson Terminal Elevator Co., Hutchinson, Kan., arriving Jan. 6. Feterita was grown in commercial quantities for the first time last year.

McKinney, Tex., Jan. 17.—The winter has been unusually warm. Harvesting alfalfa seed the second week in January breaks the record for north Texas. A very large crop of alfalfa is expected in the spring.—Geo. Reinhardt, mgr., Reinhardt & Co.

The Spokane Seed Co., Spokane, Wash., on Jan. 7 received a carload of German alfalfa seed that left Hamburg Aug. 29, coming by way of the Horn, the trip taking 19 weeks. Manager Barrett said: "This is another illustration of how the Panama Canal will help."

The calendar gotten out by the Picker & Beardsley Commission Co., St. Louis, Mo., in addition to the usual information, has tables showing the quantity of various seeds used per acre, the legal weights per bu. of produce in the different states, and the equivalent prices per bu. of clover and timothy seed quoted on the cental basis.

Charles Lieberman of Rosenberg & Lieberman, Milwaukee, Wis., died Jan. 17 at the Riverside Sanatorium, Milwaukee.

About three months ago he suffered from Bright's disease, which later brot on a fatal attack of pneumonia. Mr. Lieberman was 60 years old, and for 25 years was a member of the Milwaukee Chamber of Commerce.

In order to get the Ohio seed law amended or repealed, Thomas P. Riddle, Lima, O., is sending a circular letter to all seed dealers in the state, pointing out the burdensome requirements of the law and the discriminatory obligations it places on the seed dealer, and urging them to aid in bringing the matter before the legislature.

The Chicago Board of Trade directorate on Jan. 13 appointed the following on the arbitration com'tee on grass and fields seeds for 1914: Adolph Gerstenberg, G. S. Green, A. L. Somers, F. E. Winans, T. M. Hunter, C. A. Heath and G. A. Wegener; and on the flaxseed inspection com'tee: John A. Rodgers, J. J. Fones and Adolph Gerstenberg.

Blamberg Bros., Baltimore, Md., was recently incorporated for \$25,000 to engage in the seed and feed business. The company has leased a large warehouse in Baltimore and will do an exporting and importing, as well as a domestic seed and feed business. G. Hartman Blamberg, the pres. and gen. mgr., was formerly with William G. Scarlett & Co., Baltimore. He has associated with him in the new enterprise R. Lee Blamberg, vice-pres. and mgr., seed department; L. Herman Blamberg, sec'y and treas.; and Wm. G. Stevens, Jr., mgr., feed department.

Iowa standard bushels for seeds, as fixed by an act approved Apr. 19, 1913, (Page 281, Acts of the 35th General Assembly,) are as follows: Alfalfa, 60 lbs.; beans, green, unshelled, 56 lbs.; beans, dried, 60 lbs.; blue grass, 14 lbs.; bromus inermis, 14 lbs.; broom corn, 50 lbs.; castor beans, shelled, 50 lbs.; clover, 60 lbs.; flax, 56 lbs.; hemp, 44 lbs.; Hungarian grass, 50 lbs.; Kafir corn, 56 lbs.; millet, 50 lbs.; orchard grass, 14 lbs.; peas, green, unshelled, 50 lbs.; peas, dried, 60 lbs.; popcorn on the ear, 70 lbs.; popcorn, shelled, 56 lbs.; rape, 50 lbs.; red top, 14 lbs.; sorghum saccharatum, 50 lbs., and timothy, 45 lbs.

Clover seed has lost the recovery made from last week's decline to a point more than a dollar below the season's top prices. This has put the market in a better condition, and may be all that is needed for the time being. The leading holders have shown no disposition to let go, and are even adding to their lines, especially for February delivery, but the need of outside buying is apparent in the tendency of prices to sag and the difficulty of holding recoveries. Receipts continue unusually large for January. Stocks are about equal to a year ago, when prices were considerably higher than at present.—Southworth & Co.

Preston King, vice-pres. and treasurer, Northrup, King & Co., Minneapolis, Minn., died Jan. 18 at the age of 57. He had been ill only a week and seemed to be on the road to recovery when a relapse set in and he died. Mr. King was born at Iliou, N. Y., Feb. 6, 1857. He was brot to Minneapolis at the age of five by his father, W. S. King. After graduation from Yale University, he returned to Minneapolis and was associated with his father in a number of enterprises. He finally entered the firm of Northrup, Braslan & Goodwin, seed dealers, and in 1888, upon the retirement of his father, he became a member of the

firm, which was later changed to Northrup, King & Co. In 1887 he married Miss Josephine Marston, who still survives him, as well as two children and a sister.

## From the Seed Trade.

ST. PAUL, MINN., Jan. 16.—The yield of seed crops was normal, and a considerable quantity of the seed will be carried over. Farmers are holding clover seed for higher prices. A big increase will be made in the acreage sown to alfalfa and corn, on account of the great interest aroused in these crops. If the present mild weather continues, seeding will commence early, as but little spring plowing remains to be done.—D. D. Lynch, L. L. May & Co., Inc.

WICHITA, KAN., Jan. 17.—Alfalfa turned out a large crop of seed during the season of 1913. The seed has been moving to market freely; and while a larger quantity than normal is still in growers' hands, it is moving regularly to markets that want alfalfa and we believe that present quotations will not be influenced by the amount of seed still in the country. First class seed is difficult to obtain; and the price on this grade may advance.—Ross Bros.

KANSAS CITY, MO., Jan. 20.—A liberal crop of good quality clover seed was produced; but the movement is much delayed owing to farmers' reluctance to accept the market. Not sufficient alsike is produced here to be of any consequence in the general market; but considerably more seed was produced in our territory than usual. Very little of the new timothy crop was threshed, and this was not well matured and much of it badly hulled in threshing. We think a liberal supply of old seed still remains. A large crop of exceptional quality alfalfa seed was produced on account of the very dry weather after the fields were in bloom and the very little rainfall at time of harvest. Kentucky blue grass gave about a normal crop, altho not more than one-half of last season's bumper production. The quality is good.—J. G. Peppard Seed Co.

FORT WAYNE, IND., Jan. 23.—The acreage in clover this year and the crop of clover seed are the largest in the past ten years. The farmers and dealers are unquestionably holding a large amount of seed back for the spring market. That they have overstayed the market is now evident; and we cannot help but look for lower prices later. The timothy seed crop we do not think is excessive; but we still have the remainder of last year's crop to dispose of, which was the largest in many years, so there will certainly be enuf timothy to go around and some to spare. Blue grass is in exactly the same condition as timothy seed. A large amount was carried over from the previous crop. We see nothing in the outlook for seed or hay that is encouraging at this writing; altho weather conditions might change so as to alter our convictions.—S. Bash & Co.

LONDON, ENG., Jan. 1.—The red clover acreage in England was large. A good crop was saved in France, most of which has been exported. The Russian crop is only medium both in quality and yield; but this seed commands a high price because it is thot to stand the winter better than other seeds. The Italian crop is much less than last year. The white clover crop in England was good and of fine quality, and a fair proportion of it has been exported. The alsike crop in



Canada was an average one of good quality; but owing to heavy purchases by the United States, prices have risen. Russia also had a good crop of medium seed. England had probably the largest crop of alsike on record, and most of it is now out of farmers' hands. Trefoil produced a good crop of medium quality seed in England and less than an average crop on the Continent. Fine qualities are scarce. The timothy crop in America was medium sized, but fair stocks were carried over from the previous year. Cocksfoot produced a fair crop in Europe and New Zealand; but a short crop in America, which country has made important purchases. Lucerne in the Provence district gave a fair crop of middling quality; in Italy, Spain and Hungary, a medium crop of poor quality; and in Turkestan and America, a good crop of fine quality. The production of meadow fescue in America was fair and of fine quality; in Denmark, a medium crop. Meadow foxtail was a fair crop, but one expensive to clean to make a thoroly good sample of heavy seed.—C. W. LeMay & Co.

## Chicago Seed Movement.

Receipts and shipments of various seeds, in pounds, at Chicago during the week ended Jan. 24, compared with the corresponding week of last year were as follows:

	Receipts.		Shipments.	
	1914.	1913.	1914.	1913.
Timothy ..	299,000	713,000	493,000	708,000
Clover ....	301,000	146,000	138,000	208,000
Other grass	282,000	295,000	344,000	634,000
Flax* .....	22,000	33,000	.....	21,000

\*Bus.

EXPORTS of wheat from Philadelphia last year totaled 20,000,000 bus., over half of which left after Sept. 1, according to Samuel L. McKnight, chairman grain com'te, Philadelphia Commercial Exchange.

WASHINGTON farmers are handling more and more of their grain in bulk. Warehouses of the Farmers' Union in Lincoln County, Wash., handled during 1913 a total of 1,680,000 bus. of grain, of which 84,000 bus. was in bulk.

"KEEP Your Temper. We Don't Need it." This sign the Zorn Elevator Co., Ogden, Ill., is displaying in its office as a reminder to the farmers who become angry when they learn that the company is refusing to take any corn until in condition to handle.

FREE WHEAT is the question that is causing havoc in the Canadian parliament, now in session at Ottawa, Ont. On Jan. 12 the Manitoba legislature passed by a large majority a memorial to parliament requesting that United States wheat be given free entry into Canada. A move to include in this memorial free flax, oats and barley, and free farming implements from the United States into Canada was ruled as out of order and defeated. The Alberta delegates are said to be opposed to free wheat, altho their attitude is said to be due to political motives. The fight in parliament will be a bitter one. Eastern Canada is in favor of protection and is opposing free wheat; western Canada demands free wheat and is asking also for free oats, flax, barley and farming implements. Parliament opened on Jan. 16; and a government caucus on the question has probably been held by this time. Both sides predict victory. The only thing safe to predict is that the problem will be long fought over; and that free wheat will only be obtained by overcoming the now prepondering influence of the Conservative party.

## CROP IMPROVEMENT.

The Marshall County Pure Seed Growers Ass'n held a very successful show at Warren, Minn., Jan. 17.

The Missouri Corn Growers Ass'n held meetings at Columbia, Mo., during the annual Farmers' Week, Jan. 12 to 16.

The results of boys' corn club work in 1912 are given in Bulletin 865 of the United States Bureau of Plant Industry.

An agricultural train will operate thru Tennessee for two months starting July 15, to teach the farmers better agriculture.

Hosea Cornwell, Newman, Ill., was presented with a silver cup Jan. 13 by Charles F. Mills for producing 151 bus. of corn on an acre, thereby winning the state championship.

An acre of Minnesota land producing 133.91 bus. of corn won for Lynn Harrison, Excelsior, first place over 1,400 competitors in the University of Minnesota state corn-growing contest.

The Virginia Corn Growers Ass'n has chosen J. S. Pechin, Richmond, as pres., and E. R. Hodgson, Blacksburg, as sec'y-treas. H. M. Luttrell, Delaplane, won the prize for the best ten ears of corn.

The W. J. Jennison Co., Appleton, Morris Mill Co., Morris, and Farmers Elevator Co., Halloway, Minn., are purchasing Marquis wheat for seed and will distribute it among the farmers to plant in place of velvet chaff.

The nine champion Indiana corn boys were given a trip to Indianapolis and a four days' sight-seeing trip in Washington, D. C., including a visit to the President, as a reward for their victories in the corn growing contest.

Complete instructions for the testing of corn and small grains are given in a poster being distributed free by the Crop Improvement Com'te of the Council of Grain Exchanges. Every grain man should hang this poster some place around his plant where the farmers will read it.

The farmer should try to breed good corn as well as good cattle. Corn is cheapest, produces good health in the cattle, and makes the finest meat in the world. Texas needs a breed of corn for feeding that is not attacked by the weevil.—Al McFaddin, pres., Texas Cattle Raisers Ass'n, Victoria, Tex.

The Lever agricultural extension bill, giving federal aid to the state agricultural colleges for practical farm demonstration work, recently passed the House of Representatives by a vote of 177 to 9. The bill provides \$180,000 yearly, or \$10,000 for each state, which is gradually increased in ten years to \$3,000,000 yearly.

The largest and finest exhibit of pure bred grains ever shown in Wisconsin was presented at the 13th annual meeting of the Wisconsin Agricultural Ass'n at Madison, Wis., the week of Jan. 10. The prize-winning samples will be used as the state's exhibit at the National Corn Exhibition at Dallas, Tex., next month.

A 14 in. ear of corn grown in Minnesota won a \$1,000 wager between John J. Furlong, pres., Minnesota Agricultural Society, and James J. Hill, the railroad man. Mr. Hill some time ago offered to pay this sum for a 14 in. ear grown in Minnesota; and on Jan. 14 Mr. Furlong produced such an ear at the meeting of the Society at St. Paul.

The seed testing campaign of the Crop Improvement Com'te of the Council of Grain Exchanges is meeting with great

success. So far 88 county superintendents of schools have offered to take up the work. Numerous grain men and millers have written in asking for instructions, several of them volunteering to furnish seed testers free to their local schools.

The Iowa Corn and Small Grain Growers Ass'n at its business meeting at Ames Jan. 8 decided to make radical changes in its annual show. Hereafter all exhibitors will be divided into two classes, breeders and amateurs. Winners at previous shows will compete among themselves and will be awarded blue ribbons only, as they will be ineligible for the cash prizes. The other class will consist of exhibitors who have never taken prizes at any show. The second change is that all exhibits will be returned to their owners. Heretofore the Ass'n has sold the exhibits at auction in order to obtain funds to cover the expense of the show. As many of the exhibitors valued their grain at more than the cash prizes, this method has been unsatisfactory. To get funds, the Ass'n has arranged to sell memberships.

Hearings in the proposed 5% increase in eastern freight rates will be commenced Jan. 26 and probably continue until Mar. 5 or later.

RUSSIA proposes to place an import duty of 25c per bu. on all grain; also a duty of 78c per 100 lbs. on grain imported into Finland.

The convention of the Tri-State Grain & Stock Growers Ass'n at Fargo, N. D., Jan. 20-23, was attended by hundreds. The corn show attracted a great deal of attention, as also did the exhibit of the North Dakota Pure Seed Ass'n. The North Dakota Ass'n of Managers of Farmers Co-operative Companies held its annual convention at the same time and place.

REQUIREMENTS for oats will probably not be materially enlarged for some time. The large jobbers are replenishing with Canadian oats when necessary at prices more attractive than for the American grown. Supplies in all positions continue liberal; and under prevailing conditions reductions in the visible are unlikely to assume unusual proportions. Prices should rule within narrow limits for the time being and the sagging tendency continue until there is a revival of interest, due to the requirements of actual consumers.—L. W. Forbell & Co.

OATS still stick stubbornly to the 40c mark. There is little new to be said about them. Cash demand has not improved despite the fact that Canadian oats in bond can be disposed of abroad to slightly better advantage than in the United States, with the 6 cent duty paid. This should remove the pressure and improve eastern cash demand for domestic oats, if it proves at all permanent. Offsetting this however are the cold hard facts of a visible of 26,242,000 bus. as against 8,792,000 bus. last year. The loss of eastern business through Canadian oats amounts to easily 20,000,000 bus., and we have also lost export sales of 29,000,000 bus. This total of 49,000,000 bus. our domestic markets must assimilate or prices will be depressed accordingly. It is too late in the season to expect much relief by increased cash demand and it appears certain that with the advent of spring, the country will begin to market their reserves. Who will stand ready to carry them?—Finley Barrell & Co.



## Fifth Annual Meeting Council of Grain Exchanges

The 5th annual meeting of the Council of Grain Exchanges was held at Chicago Jan. 15-16 at the La Salle Hotel, the attendance being light.

J. C. F. Merrill, pres., read his annual address, from which we take the following:

### President's Address.

The work of the Council during the last six months has largely centered in publicity and crop improvement. In addition to the usual routine work incidental to the Secy's office, he has done a large work in securing publication in many issues widely separated, and in traveling over a wide area of country delivering addresses.

The crop improvement work under the direction of the com'te, J. C. Murray, Chairman, and Bert Ball, sec'y, has done a work of great importance to the country at large, the extent of which is seldom realized or fully appreciated. The nature of this work is such that it does not present its results in an imposing way, distributed as it is over many states. Its great value, however, is much too apparent to those who will take the pains to learn about it, to not be easily recognizable. It stands as evidence of the services rendered by the Exchanges of the country in the most important work of the American people—conservation of soil resources and crop improvement.

The financial needs of the com'te are of first importance and merits the full support of all organization members of the Council. If the exchanges are to command the recognition by the public they are entitled to, they must manifest their willingness and their ability to do real constructive work of unquestioned quality. They must evidence their usefulness in helping to add to the production of our country, as well as to help in marketing the product. The efforts being made by the federal government to reduce the difference between what the producer receives and what the consumer pays, together with the general movement in this direction thruout the country, is sufficiently significant to arouse the energy of every grain handler in evidencing and maintaining his usefulness to society in a broad way. We can not continue to hold our business to a maximum without justifying our usefulness.

The trend of producers to become holders and distributors, one or the other, or both, has materially changed the complexion of the commerce in grain over a wide area of our country in the past decade and a half; notwithstanding, our production has largely increased and the number of bushels moving in commerce is larger than ever before. For example, the receipts at Chicago in 1913 were 353,394,000 bushels against 322,068,000 bu. in 1912, while the average total of grain stored at market centers has been less. The farmer has steadily increased his ability to hold his grain and market it at his pleasure. This has reduced a prime function of the handlers of grain of but a few years ago of financing the dealers and factoring the growers through and by the country dealers, to an extent that has caused the once profitable business of cribbing of corn and the storing of small grains in the country to entirely disappear as a part of the business of primary markets.

With the tariff wall down we are already feeling the effect of the cheaper grain of other countries. It may be safely asserted that the importation of Argentine corn and Canadian oats has reduced the price of these cereals in our markets several cents per bushel.

**Autocratic Government.**—The United States Government has lately announced rules, effective July 1, for the grading of corn moving in interstate commerce. This governmental action savors of autocratic exercise of authority not pleasant to contemplate by a free born American. Based as it is, on a theory of questionable value, announced by the Department of Agriculture as its reason for its action in overturning long established usages in regard to the great commercial grade of No. 3 corn in the face of the protest of a major part of those most directly interested, as producers and handlers thruout the surplus corn states, makes such action regrettable.

Arbitrarily imposed authority in face of protest by the people once caused a celebrated tea party in Boston harbor. We have advanced from the ideas of forceful resistance to authority of law, but our repugnance to the exercise of authority in face of the expressed desire of the people, even though it be in a measure insignificant, arouses a feeling we prefer would not be disturbed.

Inasmuch as the commerce in corn is to be affected in every grade as now and for many years established, it behooves all inspection authorities, whether state or exchange, to make all needful changes in existing rules to conform to the government grades so that handlers may not expose themselves to undue risks incidental to shipping grades differing therefrom, or be compelled to resort to basing their business on "type sample" without grade. This is the almost universal method, North America excepted. Grading of grain began for the first time in any market in this city in 1858, and to be compelled to resort to old practices would be going backward. And yet, such a course is indicated as a probable necessity as being the only alternative from debasing corn from No. 3 to No. 4, or possible to No. 5 grade, as established by the government.

It should always be remembered that nature has much more to do with the dryness of new corn during early winter than any and all acts of man can have, and it is beyond the function of government to control the seasons, and it also should be to penalize the farmers because of the natural results of a cool summer or a wet fall season. The experience of all concerned with the 1911 crop in Illinois and other states, proves that corn may be fit to crib in the first half of September and yet be one of the wettest and most troublesome crops ever handled because of continued rainfall during ensuing weeks.

The theory of the government officials that degrading the present No. 3 grade to No. 4, by its penalty feature, will compel the farmers to grow earlier corn, apparently ignores the fact that many years of wet fall weather have been experienced in the past, with its effect of making dry corn wet before it could be harvested, thus effectually defeating the object sought in the government propaganda. Theory and imagination as an impelling motive, even when put forth arbitrarily and autocratically by the strong legislative arm of government, is liable to be found a great hardship in practice and experience. If the present theory of the government shall prove to be a benefit in the course of a series of years of trial of it, and it will require the experience of some years to demonstrate it, undoubtedly all will rejoice, but in my opinion all of its merits could have been accomplished equally well and without overriding the desires of a large majority of those most deeply concerned.

However, as loyal citizens we should aid in making as much as possible the rules in the highest degree useful. Action by all inspection authorities of changing existing standards to those of the government should be taken soon as may be, inasmuch as a considerable quantity of September contracts will have been entered into before such change is made. The need is apparent in view of the difference between present and government standards. True, moisture will not be a factor in July, but the standards differ somewhat otherwise.

**Government supervision of grading.** It is credibly reported from Washington that the Secretary has said that a law providing for such authority over corn moving in interstate commerce will undoubtedly be enacted. I believe such a law, if fairly drawn, will be of decided benefit to all concerned. It should provide for three things:

First, the appointment of supervisors under civil service requirements in order that men of capability shall be chosen and that they shall be free from political preference.

Second, that they shall be frequently moved from one market to another in order that the rules shall be applied in the same manner, and uniformly at all grading centers.

Third, that all grading authorities submitting to government supervision shall thereby be authorized to issue certificates

which shall protect the grain from federal interference while in interstate transit on account of misgrading. Such a law would enforce itself because no market could afford to lose the advantages accruing from it, these advantages being a guarantee to the buyer that the grade would not be below government standard and freedom from moisture or other penalty while in transit. All interested parties would demand of their respective grading authority needful changes that would afford them these advantages.

I, therefore, recommend that all organization members join in the effort now being made by the Legislative Com'te of the Grain Dealers National Ass'n to have a law enacted which shall secure the benefits desired, and at same time that will not unduly complicate matters in those states now having and enforcing state grain inspection and public warehousing laws. Conservation of that of value which we now possess and improvement of it where possible should guide our actions in this as in other important matters now receiving attention.

**Future Trading:** For some years, especially during the two preceding and present congresses, a number of bills have been introduced calculated to limit the activities of the business of the public centering on the exchanges of the country. They have been, in the main, introduced by cotton states representatives. Whatever may be their merits relative to cotton (of which I do not feel myself called on to express an opinion), I am well convinced that their enactment would be a very distinct injury to the grain states. The business flowing to the exchanges is that of a great public, originating at widely separated places both in this and in foreign countries. It has a direct relation to ownership of surplus quantities. To deny the right of frequent change of such ownership could have but one result, viz.: the centering of the ownership of them in few hands. This would not only destroy long established and highly useful functions in the marketing and storing of surplus grain and provisions, but would also necessarily compel the addition of a margin of safety to the normal margin of profit, thus at the same time depriving the producer of a part of the selling price and adding to the consumer's cost.

The margin of profit on which the grain and cured meats of the country are marketed, may safely be asserted to be the smallest of any important commerce of our country. The facilities afforded by the exchanges for a wide ownership of and a broad and constant market for the surplus production of American farms alone secures to the public these benefits. That the economic value of these facilities is not fully valued by those who inveigh against them is evident. Poverty of understanding is not an uncommon defect of society everywhere. Surplus production is that surpluse which leaves the locality in which it is grown and appears in primary markets for sale. The farmer is not a philanthropist—he is a farmer for profit; he follows the common trend and sells when he pleases, or to meet his necessities. He pours his production into market at times at the rate of millions of bushels per day in excess of all requirements. He forces some one else to become the owner of his product, with its attendant risk of ownership, and most frequently he chooses to deluge the markets with his production, the over supply for a time demoralizes values; such has ever been the result and such it always will be.

The buyer of the surpluse assumes all of the risks of ownership. True, he may transfer the risk by selling a hedge, but then he becomes but a carrier, not an owner in full. Therefore, the farmer, perhaps unconsciously or ignorantly it may be, is dependent on the speculator as a buyer. Speculators are the owners of surplus quantities; yet fierce complaints are made by those who do not fully understand the facts and oftentimes by those who are responsible for creating the very conditions they complain of, and this mistaken sentiment pervades the minds of legislators as well. Until production without ownership and ownership without risk can be accomplished, the speculator, of necessity, must render the service he always has rendered. The interim between one crop and the next, as certainly as the years pass, brings forth changing conditions which have an influential bearing on values.

The owner of existing stocks of soil products can not escape the results of the unseen and uncertain influences, which may come in a day. Who then shall assume these risks impossible of separation from the existence of these food necessities of our hundred millions of people? Those



who wish to take the risk, or being prevented by law from doing so, shall it be those who do not wish to assume it?

Some of our legislators express their disapproval of short selling. This in the main, is an academic question. The right to sell what one does not possess should not be interfered with, nor should it be denied by class legislation to the dealers in soil products and at same time permitted to others. All construction of railroads, ships, buildings and all manufacturing of staple goods and other innumerable articles would be limited to an insufferable degree. Short selling of farm products can never become the means of depressing values until we again have over production of them, or by reason of the effect of free trade and the inflow of the product of other countries. To sell short what one can not deliver is never a menace to values. Twenty years ago, because of our over production, it was a common practice. Then large quantities of wheat and corn in excess of common needs, some of it two years old, were stored and at once available. Now the supply of these cereals is known to be not more than our yearly need of them, and excessive short selling is impossible.

All economic authorities agree that, to a modified extent, the short seller is as necessary to prevent violent fluctuations upward as is the investment buyer to prevent violent fluctuations downward. Free buying and selling is well known to be a most potent influence, and contributing more than anything else to steadiness of values of fluctuating commodities. Steadiness of values tends to increase consumption, and increased consumption results in greater business activity generally.

Short selling, such as overnight offers of grain and flour to buyers in the east, south and abroad, and of iron and manufactured goods generally for present or future delivery, is a practice so needful as to be impossible of elimination without producing paralysis of all business. The bugaboo of short selling is but a creation of an over-active brain not well informed on the subject. Contracts must, of necessity, rest on the subject of the contract, and while opinion of the future course of values may dictate one's action relative to it, nevertheless it is the commodity itself, not one's opinion of its value, that must be delivered on the contract; therefore, to sell what one

can not deliver, can never operate to depress values.

Every speculative enterprise for a decade and a half has been on the buying side, and for the sound reason that our country has not produced surplus quantities. Therefore, speculation during this time has been on the buying side, and in aid of the producers. Each year's production during this time has been consumed, and at times the country has been close to exhaustion of some of our greatest necessities, and has eagerly awaited the supply of a maturing crop. To thoughtful persons this is a subject of much concern, for in event of a general disaster to our important crops, great hardship must result.

Freaks of nature affecting crops over a wide area are not impossible, and in view of the fact of our production in favorable years being but slightly in excess of our needs, we may dismiss all fear of short selling being a menace to the welfare of society.

The author of the plank of the Baltimore platform relating to Exchanges, betrays his ignorance of the matter in the plank itself. The plank as written, refers to the Exchanges as being a principal in or a party to the business done on them,—the fact being that it is the business of the world at large. There is a great difference between the business of the public centering on the Exchanges, and a business of a corporation wherein the corporation is a principal. The criticism of organized bodies doing business for themselves greatly differs from a criticism of the public at large. The distinguished author of the platform plank falls into this identical error. It is a type of a most common mistake.

The "bucket-shop" evil has not been prominent during the year, yet they are in evidence in several places. The federal authorities should be promptly advised whenever they appear, and governmental aid solicited at once in prosecuting them. The Chicago Exchange has lately carried to successful termination prosecution of one of them. They leave a train of disaster behind them everywhere they operate. Mr. Frank King has well said that they bear the same relation to the Exchanges that a faro bank does to a national bank. In aid of enforcing the law of the land, as well as in protecting our business against their blighting influence whereby erroneous pub-

lic opinion is directed against us, every organization member of the Council should promptly and unrelentingly help in stamping them out.

Wallace M. Bell, Milwaukee: The Milwaukee Chamber of Commerce has voted to agree with the Government proposed grades.

Sec'y J. Ralph Pickell read his annual report, from which we take the following:

## Secretary's Report.

**Crop Improvement Fund.**—The chairman of the Crop Improvement Com'tee signified at the January meeting that \$15,000 would be needed for the proper accomplishment of the work of the committee during the year 1913. Requests were accordingly made by your president immediately following the January meeting, for appropriations to the Crop Improvement Fund from the constituent members of the Council. The Exchanges responded during the year as follows:

Baltimore Chamber of Com.....	\$ 200
Buffalo Corn Exchange.....	200
Milwaukee Chamber of Com.....	300
Kansas City Board of Trade.....	1,500
St. Louis Merchants' Exch.....	2,000
Bus. Men's League, St. Louis.....	1,000
Minneapolis Chamber of Com.....	1,000
Omaha Grain Exchange.....	300
Duluth Board of Trade.....	500
New York Produce Exchange.....	500
Chicago Board of Trade.....	5,000

Total .....\$12,500

The only exchanges which made no appropriation as requested were the Toledo Produce Exchange and the Peoria Board of Trade. Other constituent members not requested for funds were those Exchanges located at Cairo, Cincinnati, Wichita and San Francisco.

All of these appropriations by the Exchanges as enumerated have been paid into the funds of the treasury. The \$1,000 donated by the Business Men's League of St. Louis came to us unsolicited. Credit for this munificent gift is due to the influence of the members of the St. Louis Merchants' Exchange. The United States Brewers' Ass'n has paid \$2,133.33 into the Crop Improvement Fund; and Bert Ball, its secretary, has collected \$1,555.96.

Since the June meeting, Vouchers 48-59 inclusive have been issued to the order of the Crop Improvement Committee, the total amount being \$7,818.04. On June 15, 1913, as audited, there was \$5,917.72 in the Crop Improvement Fund, as will be shown in detail by the Treasurer's report.

## GENERAL FUND.

We are pleased to report a comfortable surplus in the general fund. The receipts and expenditures have been in detail as follows:

### Receipts.

June 14. By balance audited.....	\$1,441.09
By check, Indiana G. D. A. ....	4.25
By check, Ohio G. D. A. ....	4.25
Sept. 30. Interest to date.....	64.00
Dec. 31. Interest to date.....	40.50
	\$1,554.09

### Expenditures.

Secretary's salary, 7 mos.....	\$ 700.00
Stenographer, 7 mos.....	87.50
Printing .....	265.20
Traveling expenses .....	58.30
Telegrams .....	3.57
Office supplies, including stamps, writing material, etc.....	37.50
Express .....	1.44
E. L. Renaud, reporting June meeting .....	57.15
Balance on hand .....	343.43
	\$1,554.09

The Cairo Board of Trade submits its resignation as a member of the Council through H. S. Antrim, president, as follows:

"This market has had a great many additional expenses in reference to hearings, so that it feels it cannot continue the membership in the Council of Grain Exchanges. Kindly have our resignation accepted.—H. S. Antrim, Pres." The Council has seventeen active members.

**Publicity.**—The most important part of your secretary's work, at least that to which he has devoted his time to the practical exclusion of all else, during the past six months, has been that of publicity, or what we are now pleased to call "educational work." Indeed, publicity in its



Pres. J. C. Murray, Chicago, Ill.



strictest sense has not been what we have sought this year. Last year we successfully carried on a campaign through the metropolitan and country papers. This year we have assumed a broader and more difficult task,—that of meeting the public face to face to discuss important economic questions. Since the June meeting, your secretary has traveled over three thousand miles and has delivered forty-one addresses, at a total expense to the Council of Grain Exchanges of \$33.85. These addresses were dignified by advertising them as lectures. They were given under the most formal conditions possible, and a fee was charged for admittance to practically all of them. They were delivered under the auspices of some organization or society, such as a Women's Sorosis, Relief Corps, G. A. R., commercial organizations, farmers' institutes, etc.

There seems to be a general feeling of apathy on the part of the larger grain merchants in regard to pending inimical legislation. Perhaps this is because the average man today as yesterday and, in fact, ever since the events of human life have been chronicled, is primarily interested in his own individual business, which is natural and right; but it does seem to your secretary that this apathy might be attributed somewhat to the fact that in case hostile legislation becomes an actuality and a bill is enacted into statute law which curtails the operations of the grain exchanges, that those of the greatest financial strength would perhaps profit far more than under the present competitive system of grain distribution.

Unless the legislation now pending at Washington, with reasonable prospects of being enacted into law, is guided and directed by the grain interests of the country, we shall inevitably find ourselves drifting toward a monopoly in the grain business.

John W. Snyder, Baltimore, read his report as treasurer, corresponding with the sec'y's financial statement, and it was referred to an auditing com'te.

The Sec'y read the following report submitted for the B/L Com'te by W. M. Hopkins:

#### Report of B/L Com'te.

In the absence of Chairman England of the Bill of Lading Com'te, I am requested to make a report for that com'te.

**Pomerene Bill.**—As advised in our last report, this measure passed the United States Senate Aug. 21, 1912, but failed in the House, and is no longer a pending measure of legislation. The Pomerene bill will be introduced both into the Senate and House during the coming session of Congress, and it is hoped that we can get support enough to secure its passage and enactment into law.

It has been suggested that Section 13 of the Pomerene bill be slightly modified, and this suggestion will be made to Senator Pomerene, who has kindly consented to re-introduce the bill bearing his name.

So much has been said in previous reports regarding the Pomerene bill, that we believe its scope is thoroly well understood, and it is therefore unnecessary to add more than to say that the Pomerene bill proposes a national law upon which a B/L can be made, and the liability of the carrier determined. It is a measure of which the country has long stood in need, because until there be national legislation upon this matter, the liability of the carrier in case of loss or damage can not be definitely determined, owing to the different degree of liability imposed by the laws of different states.

With the modification above suggested, we believe that the position of the Council in respect to the Pomerene bill should be re-affirmed and its passage urged by all possible means.

Additional importance attaches to the matters of Bs/L because the Supreme Court, in the case of "Adams Express Company vs. Croninger, 226 U. S. 491," held that a B/L was a contract and each terms and provision thereunder was binding alike upon the carrier and shipper. It is, therefore, of the utmost importance that the shipping public secure an instrument that shall be simple in its form and contain no burdensome or illegal conditions that will entail injustice and loss upon the shipper.

**Uniform and Standard Bills of Lading.**—In our report on the subject of Bs/L to the Council meeting of June 17 and 18, 1912, I referred to an announcement made by the Interstate Commerce Commission of its intention to hold a series of hearings re-

garding the terms and conditions of the present Bs/L and the practices thereunder. Such hearings are now in progress. Various shippers' organizations have been represented before the Commission and have undertaken to show by testimony in what way the terms and conditions of the present Bs/L and the practices thereunder are unlawful and prejudicial.

Hereto attached is a statement of the terms and conditions of the Uniform and Standard Bs/L and suggested modification, all of which have been submitted to the Interstate Commerce Commission. If the modifications suggested are adopted by the Commission, we feel that much relief will be afforded, altho there will continue to be the difficulty in determining the liability of the carrier in case of loss or damage that there is at the present time, on account of the varying laws in the different states, as before stated.

However, we attach a great deal of importance to this hearing before the Commission, as we believe that the Commission will afford relief, in a practical manner, from conditions which have proven to be most burdensome.

The undersigned will be present at the hearing Jan. 15 and 16 and will enter an appearance for the Council, as well as for other organizations which he has been authorized in this proceeding to represent.

Your committee has no recommendation to make, except that the work be continued until we have finally secured a B/L that will properly safeguard the interest of the shippers.

Henry L. Goemann, Toledo, for Com'te on Uniform Rules: We have not succeeded in doing anything. There is a decided opposition among members of many exchanges to changing their rules. I therefore am somewhat discouraged.

Geo. H. Davis, Kansas City; chairman Transportation Com'te: The markets are very largely agreed on this matter of natural shrinkage. We have had very little to do and have had a very good time.

Pres. Merrill appointed H. N. Sager, Chicago; L. W. Forbell, New York; and Geo. H. Davis as the Nominating Com'te.

W. J. McCabe, Duluth: I believe the time has come when the exchanges will be compelled to recognize the evil in accepting orders from persons outside of the grain trade. I believe the trade can take care of the crops without getting in this outside trade.

H. L. Goemann: At a Democratic love feast at Toledo we had Senator Pomerene. They are trying to do something for the masses. He said "You will have to get a different line of argument when you go to Washington."

I hope the members will take it upon themselves to write their senators and representatives in Congress supporting the Pomerene bill when that measure comes up for consideration.

J. Collin Vincent, Baltimore: Senator McCumber's bill for federal inspection is up again.

The rules as promulgated by the Government say all grades from No. 1 to No. 5 must be "Sweet." I would like to know when damaged or mahogany corn is sweet.

S. P. Arnot, Chicago: It will hardly get around to a point where a paternal government will dictate where the individual shall spend his money. If outsiders are not permitted to buy grain only men of great wealth could own grain and we would see the greatest monopoly the world has ever known.

At this meeting there ought to be a com'te appointed to decide on something definite as the attitude of this Council toward proposed legislation. If the Exchange delegates have no knowledge or power, we might as well not hold these meetings.

Charles Kennedy, Buffalo: You have got to get some new arguments. It would

be a good thing to shut off the speculative trade from those who should not make them. The assistant manager of a large mill asked me to make a speculative trade and we refused.

E. R. Smith, Omaha: The average Congressman does not originate laws, but simply tries to crystallize the sentiment of the community. The grain exchanges should go to Washington and help Congress frame a law on proper lines that will prohibit wholly speculative trades. I am in favor of a law that will prevent this sort of speculation, and I do not care whether it is done thru a bucket-shop or a wire house.

The railroads tried to defeat the enlargement of the powers of the Interstate Commerce Commission; and the bankers fought the currency bill; and it is no more wise for the exchanges to resolve to defeat this legislation.

Government inspection is the best thing for the trade that ever happened.

S. P. Arnot: I believe in the appointment of a Commission to investigate the exchanges.

C. A. Magnuson, Minneapolis: This has been before Congress 35 years. We had the Washburn and the Hatch bills. In 1898 the government did appoint a Commission, the chairman being a radical who believed everything bad about the exchanges. Hearings were held in the different markets. The commission reported in 1901 and not one scintilla reflecting on the exchanges can be found in their report.

Geo. H. Davis: The average congressman who draws this class of bills does it in response to clamor. They have no knowledge of the grain business. A com'te of grain men working with a Commission could work out this problem without sinking the whole ship. The only solution is to educate the various com'tes as they come up. When we show the Congressman that without a future market the farmer will have to accept 35 cents for his off grade corn he will begin to back up.

C. A. Magnuson: I move that we petition Congress for the appointment of a Commission to investigate the exchanges.

L. W. Forbell, New York: I move the Com'te to draw up this resolution be increased to 10.

J. C. F. Merrill: It would take me a week to find out what this Board of Trade at Chicago wants.

E. R. Smith: I would not feel like committing the Omaha Grain Exchange.

Mr. Magnuson's motion carried.

Pres. Merrill announced that the delegates would be informally entertained at dinner by the directors of the Chicago Board of Trade.

Pres. Merrill read a letter from E. Pfarrius on the conservation of rainfall.

Pres. Merrill named the following to draw up the resolution for the appointment of a Commission by Congress: C. A. Magnuson, Chas. Kennedy, S. P. Arnot, John L. Messmore, J. W. Young, C. E. Nippert, J. W. McCabe, D. F. Piazek, P. P. Donahue, and E. R. Smith.

Pres. Merrill appointed C. F. Macdonald, E. M. Flesh and A. R. Templeton as the auditing com'te.

W. M. Bell moved that the selection of the next meeting place in June be left to the executive com'te. Carried.

C. A. Magnuson moved that the B/L Com'te be continued and that it consider carefully section 10 of the Pomerene bill.

Adjourned to Friday afternoon.



## The Banquet.

Thursday evening at 6:30 the delegates sat down to a banquet of many courses at the Hotel La Salle as the guests of the Chicago Board of Trade. The dinner was informal and the delegates conversed with leading members of the Board of Trade also present; and President-elect C. H. Canby made a 5-minute talk on co-operation and harmony which was warmly applauded.

## Friday Session.

C. F. Macdonald of the auditing Com'ite stated that the treasurer's report had been found correct, and moved that the report be adopted. Carried.

C. A. Magnuson, chairman of the Com'ite on Resolutions: Your com'ite of ten met this morning and drew up a resolution.

J. C. Murray: Would this resolution in any way take the matter out of the hands of the Grain Dealers National Ass'n?

C. A. Magnuson: I understand the G. D. N. A. Legislative Com'ite would take charge of any legislation inimical to the grain exchanges; but I do not anticipate there will be any interference with their work by the passage of this resolution.

S. P. Arnot: An expression of this sort coming from the Council will only assist the G. D. N. A. in the campaign which it has undertaken.

The resolution, presented by Mr. Magnuson, was then unanimously adopted as follows:

## Resolution Asking Commission.

WHEREAS, there are now pending in Congress numerous bills, the express purpose of which is to regulate the dealing in farm products in the various markets of the country, including Boards of Trade, Grain Exchanges or similar institutions; and

WHEREAS, it is always recognized as a wise policy to seek full information on any subject before enacting legislation thereon; therefore

**Resolved**, by the Council of Grain Exchanges, representing the grain markets at Buffalo, Baltimore, Chicago, Cincinnati, Duluth, Kansas City, Minneapolis, Memphis, Milwaukee, New York, Omaha, Peoria, St. Louis, San Francisco, Toledo and Wichita, that before any legislation of this character be enacted, we respectfully ask that a committee or commission be appointed by Congress to ascertain the workings of such Grain Exchanges and that such commission be requested to report after due inquiry what changes if any shall be deemed advisable to correct or improve the workings of such Exchanges, and that any remedial legislation be had after such inquiry and report.

**Resolved**, that the Grain Exchanges as herein enumerated hereby express a sincere desire to co-operate with such a committee or commission and to assist it in every way possible. We further express a desire to place the Exchanges of the country on a footing that will be acceptable to Congress and the country at large.

H. N. Sager, chairman, for the Nominating Com'ite, presented the following list of officers for the ensuing year and they were unanimously elected:

**NEW OFFICERS:** Pres., J. C. Murray, Chicago; first v.p., Geo. H. Davis, Kansas City; second v.p., C. A. Brown, Minneapolis; third v.p., John L. Messmore, Kansas City; treas., Jno. W. Snyder, Baltimore. Executive com'ite: L. W. Forbell, New York; P. P. Donahue, Milwaukee; J. W. McCabe, Duluth; Chas. Kennedy, Buffalo; H. L. Goemann, Toledo, and E. P. Beck of Omaha.

J. C. Murray, chairman of the Crop Improvement Com'ite, submitted a report from which we take the following:

## Report of Crop Improvement Com'ite.

We have to report for the past year a continued increase in interest in the subject of larger yields of better grain on the part of business men engaged in various commercial pursuits, bankers and economists, and a decided tendency towards better farming over a large portion of the grain belt.

Climatic conditions during the growing season were most unfavorable, resulting in tremendous losses in yields of grain throughout the entire grain belt. Rye, alone, of all grains, shows a record result and a fair yield per acre. Considering the unfavorable weather conditions, the oat and wheat crops turned out better than expected, and the final figures show the most serious losses occurred on corn, kafir corn, alfalfa, etc.

Serious losses in wheat in Kansas, resulting from drought, show conclusively the value of the experiments of the Kansas State Agricultural College at Manhattan, where yields of thirty bushels per acre on properly cultivated land compare with six to eight bushels per acre on the same soil without proper cultivation. The past season has conveyed the lesson more clearly to the Southwestern farmer than any previous experience, and will undoubtedly result in better farming and better yields from year to year and less uncertainty in Kansas and the Southwest.

The financial affairs of the Committee are in excellent shape, and we start the new year carrying over a comfortable balance. We estimate our requirements from the Exchanges for the coming year will be the same as for the past year, namely, \$12,000.00. Outside sources have been interested in our work to the extent of contributing a further 25% subject to the exchanges making up the above-mentioned amount. Our requirements for 1914 will be somewhat larger than last year, for the reason that the detail work in the Secretary's office is increasing, and in addition thereto, we on September 1st secured the services of Professor F. H. Demaree as agronomist and assistant to Mr. Ball. Professor Demaree comes to us as a practical and scientific expert on the subject of better farming, having formerly had charge of the Department of Agronomy at the University of Missouri. We look upon Professor Demaree as a very valuable asset in the work of the Crop Improvement Committee. We estimate our total requirements for the coming year at \$15,000.00.

I will refer briefly to the special activities of the Committee during the past year, and Mr. Ball will go into the details more fully for you.

In January we started our seed corn testing campaign on a much broader scale than ever before, and laid the foundation for a general campaign on "seed corn testing" in the rural schools. The introductory work of last year has been of great value in that we find the field ready for our 1914 campaign and have already started operations for the testing of all seed grains in five or more of the principal corn belt states.

In August we brought out the "Grain exchange seed grain tester" for use in testing of small grains. This simple blotting-testing contrivance, arranged by Mr. Ball, has become very popular, being almost as much in demand as was the famous seed corn poster of 1911. Inquiries for these testers are not limited to this country, as we recently received a request from Winnipeg. One party in Pennsylvania sends in a request for 15,000.

We have kept up our county organization campaign. At the last annual meeting we reported that 26 counties had organized in accordance with our specifications, and had received checks for \$1,000 each, or a total of \$26,000. During the past year we have added to this number 24 counties, so that the total appropriation from the Sears-Roebuck fund to date is \$110,000.00. As our original limit on the Sears-Roebuck fund was 100 counties, we have slightly exceeded that number, and the Sears-Roebuck Co. is awaiting results on these counties before taking up the question of further appropriations along this line.

Meantime, county organization work is going along, and there are now some 235 counties fully organized, with a paid agent in charge, studying and experimenting for larger yields of better grain. In addition to this, we estimate some 900 counties in process of organization.

Regarding the counties already organized, would state that while some have been in operation for over a year, there is not a single report of default, and in only one case has there been a change of county agents. This is very good evidence of the

substantial foundation of these organizations.

F. H. Demaree, agronomist of the Crop Improvement Com'ite, presented a report, from which we take the following:

## Work of the Agronomist.

The writer came to this Com'ite on Sept. 26, 1913, to undertake the more scientific work that had developed in connection with the other work of the Com'ite, in its attempt to produce a larger yield of better grain.

In regard to the work so far, there was necessarily a period spent in close study of methods pursued, of results to be accomplished, and devising ways and means of such accomplishment.

From the first, however, the demand from different parts of the country for speakers to help in county organization work became apparent, such that several trips were deemed advisable. So far the writer has gone to Watseka, Illinois, and aided in perfecting the organization of the Soil and Crop Improvement Ass'n of Iroquois county. They are now looking for a county agent. Several days have been spent in helping the five Country Life Directors of Cook County on seed corn selection and demonstration work, judging corn shows, and the like. Another trip was taken to Elgin, Illinois, to help the Academy in its efforts to secure more students for its Agricultural Courses. In the month of November an extended trip was taken throughout the Northwest, where the Agricultural Colleges of North Dakota, South Dakota and Minnesota were visited, in order to get in closer touch with their plans for the dissemination of pure seed grain, and to secure the adoption of our own.

A large meeting was held in St. Louis on Nov. 29, where about 200 business men were in attendance. Members of the Merchants Exchange, Business Men's League, Grain Club, Millers' Club, and prominent grain men from surrounding cities were invited. Professor R. A. Moore, Agronomist of the Wisconsin Experiment Station, of Madison, Wisconsin, and F. H. Demaree, Agronomist of this Com'ite were the two speakers. A great deal of interest was manifested, and it is thought that this will eventually lead to sufficient knowledge of the situation and its needs, such that St. Louis will become the center of a group of organized Counties in Missouri and Illinois, and at the same time be in a better position to co-operate with the crop development work of this Com'ite.

J. C. F. Merrill, who had continued to preside at the request of J. C. Murray, the new president, observed that Billy Richardson had entered the hall, and referred to the fact that Billy always makes good on his promises. Mr. Richardson's exchange, the Commercial of Philadelphia, is no longer a member of the Council, but Billy takes great interest in the work and had promised to be with the delegates. Mr. Merrill had noted with regret that Billy was absent the first day, and it gave him pleasure to announce his arrival.

Lee G. Metcalf, pres. of the Illinois Grain Dealers Ass'n, was called upon and complimented the Council on having adopted the resolution asking for a Commission.

Bert Ball, sec'y of the Crop Improvement Com'ite, gave an illustrated lecture on the work, the stereopticon showing some new slides, and a moving picture being added. He said:

## Report of Sec'y of Crop Improvement Com'ite.

Two years ago the keynote of the report of this Com'ite was the announcement of the county unit plan and its approval by the various national organizations. Since that time the introduction of the plan has steadily spread, until now it would be entirely conservative to say that there is hardly a county in the grain states, and in most of the other states, in which some of its principles have not been actively adopted.

At the last annual meeting we announced that 26 counties had organized; hired their County Agents and had been supplied with \$1,000 each from the fund being administered by us. At the present time 110 counties have received \$1,000 each thru us, and



there are now in the northern and western states, 195 counties which have organized and installed county agents. In addition, there are 42 counties in other states which have organized under the general plan advocated by this Com'ite, making a total of 237 counties so organized with county agents.

Each state is now under the jurisdiction of a state leader who is supported jointly by the State Agricultural College and the United States Office of Farm Management. The Government has given financial assistance to most of these counties and has extended to them the franking privilege for their mail. It is true that some of these counties are receiving but the nominal sum of \$1 and Dr. Spillman tells us that there are 350 counties waiting, which have asked for federal funds having partially completed their organization and partially raised their local fund. Nearly a thousand (980) counties have applied to us for assistance and for instructions how to organize. Sixteen state legislatures have passed enabling acts for the support of the County Agents.

We were informed that it is the purpose of the Agricultural Com'ite of the House to recommend \$365,000 this session, which is \$10,000 less than the amount appropriated last session. From this it would seem that unless something is done through the Congressmen representing the various localities, that the fund is not to be extended to cover the new applicants which may qualify. A number of the Congressmen have expressed themselves as dissatisfied with this arrangement and have asked that their own counties be included in the next appropriation.

Acting upon the instruction of this Committee at the last general meeting, the Sec'y has traveled during the year something like 20,000 miles and has presented the subject with illustrations to all of the Exchange members with one or two exceptions, which did not see fit to set a date.

We are also taking up the work with the elevators and grain men throughout the territory to act with the County Superintendent of Schools to serve on the seed com'ite, to take up three branches of the work.

First, the germination of all the seeds by the public schools.

Second, the establishment of headquarters for the fanning out of all weed seeds and other refuse matter and grading seed grain up to its best quality. We have been instrumental in furnishing fanning mills free to the county agents, and many of them have availed themselves of this privilege and are demonstrating the importance of grading and cleaning seeds.

Third, the treatment of all seed grain for smut in territories where it is important.

The corn campaign last season was a signal success, and it has been estimated that a large majority of corn counties have undertaken the work thru the schools in

many of which counties there are from 150 to 200 school districts. The campaign this year will be greater than last because the objects of the Com'ite are now better known and the results of the rag doll tests last season so satisfactory. In addition to the testing of corn, we have introduced the testing of the small grain seeds in the grain exchange tester which from present indications is to become even more popular than the "rag doll." One of the greatest things the Com'ite has done is to furnish report blanks so that the pupil may return a certificate of the test to the man from whom he gets the grain. The complete plan includes the collection of duplicate slips and the tabulating of results by the local committee in each district to be published in the newspapers.

It has been one of the greatest endeavors of the Com'ite to encourage the forming of county branches of the State Experiment Ass'n on the Wisconsin plan. Most of the states now have such a state organization and practically all of them decided to establish county branches so that a single variety may be selected and recommended by the Experiment Station to be bred up to its highest efficiency.

The work of the Com'ite has been growing at such a rapid rate that in September the services of a scientific man, F. H. Demaree, were secured as Agronomist for this Com'ite. He has been making tests of the germinating condition of all the grains in the various localities and we have proven by these tests that while barley is germinating better than other grains, its condition for seed is far from satisfactory and that the other grains, oats especially, are in a condition which need the most active work of this Com'ite and its allies. This condition is further set forth in his report.

J. C. Murray: In the selection of our next meeting place we would like to have an expression from the delegates.

Adjourned.

#### In Attendance.

The various exchanges were represented as follows: Chicago Board of Trade: J. C. F. Merrill, S. P. Arnot, J. C. Murray; E. A. James; H. N. Sager. Minneapolis Chamber of Commerce, C. A. Magnuson, C. A. Brown; St. Louis Merchants Exchange, John L. Messmore, E. M. Flesch and Nat L. Moffit. Kansas City Board of Trade, Geo. H. Davis, D. F. Plazek. Cincinnati Chamber of Commerce, C. E. Nippert. Toledo Produce Exchange, J. W. Young, H. L. Goemann. Baltimore Chamber of Commerce J. W. Snyder, J. Collin Vincent. Buffalo Corn Exchange, Chas. Kennedy. New York Produce Exchange, L. W. Forbell. Omaha Grain Exchange, E. P. Smith. Milwaukee Chamber of Commerce, P. P. Donahue, A. R. Templeton and W. M. Bell.

## AN ARKANSAS ELEVATOR and Warehouse.

The Westbrook Grain & Commission Co. last autumn moved into its new \$40,000 grain and hay plant on the M. P. and St. L. S. W. Rys. at Pine Bluff, Ark.

The plant consists of a 30,000-bu. grain elevator of studded construction, covered with 26-gauge galvanized iron and subdivided into nine storage bins. This elevator is built into the main warehouse, which is 100 by 200 ft. of brick construction with platforms, docks, and floors of reinforced concrete. Wired glass is used in the windows, and steel roll doors are provided. This warehouse will hold 75 carloads of sacked grain.

For the storage of hay the company has two barns, one 100 by 40 ft. and the other 125 by 50 ft., both studded houses covered with 28-gauge galvanized iron. The barns have a total capacity of 100 carloads. Stock barns and a garage for a 4-ton motor truck are also provided. The entire plant covers three acres.

The equipment includes two elevator legs with a capacity of 3,000 bus. per hour, a double stand of rolls for meal and chops, an S. Howes 1,000-bu. Separator, plan-sifters, and the other machines necessary for the manufacture of 100 barrels of meal daily. The plant is also equipped to manufacture daily 50 tons of dairy and poultry feeds. All machines are driven separately by A. C. motors. Richardson scales are used thruout except the 100-ton Track Scale. Clark Power Shovels and a car puller are also provided.

The Westbrook Grain & Commission Co., which is under the management of Howell L. Westbrook, has been in the wholesale grain business for 15 years. It does a large business in the South, particularly in the Gulf states. It maintains offices in the business district of Pine Bluff.

A fotograf of the plant is reproduced herewith.

DANUBIAN corn samples reached Chicago Jan. 12 and were found to closely resemble domestic dent corn, particularly that grown in Minnesota and South Dakota. This corn has been purchased in small quantities by several Chicago houses.



Elevator and Warehouse of Westbrook Grain & Commission Co. at Pine Bluff, Ark.



## Grain Carriers

The Union Pacific Railroad is planning to purchase 12,500 freight cars.

The Commerce Court formally ceased to exist Dec. 31; and its pending cases were distributed among the federal district courts.

We have plenty of cars. Nineteen empty grain cars in good repair are now standing on our house track waiting for loading.—John Reardon, Osman, Ill.

Strict regulation of railway finances by the Interstate Commerce Commission is provided in a bill introduced in the Senate Jan. 16 by Senator Kenyon of Iowa.

The Chicago & Wabash Valley Ry. will be extended south from McCoy'sburg, Ind., to Mountmorenci, 30 miles, and north from Dinwiddie, Ind., to Crown Point, 6 miles.

The Tacoma Eastern Ry., a subsidiary of the Chicago, Milwaukee & St. Paul, will be extended from Morton, Wash., south thru the Big Bottom country to Vern and the Lewis River.

Pres. Wilson is believed to be heartily in favor of granting the 5% increase in freight rates altho, because the matter is before the Interstate Commerce Commission, he has declined to express any opinion.

Senator Kenyon's bill, prohibiting the transfer from state to federal courts of suits to collect small claims from the carriers, has been passed by Congress and will become law if signed by President Wilson.

The Montana Railroad Commission on Jan. 17 filed a complaint with the Interstate Commerce Commission requesting lower rates on grain, flaxseed and millet seed from Montana stations to Minneapolis, St. Paul, Duluth, Seattle, Tacoma, and Portland.

The Churchill Grain & Seed Co., Buffalo, N. Y., was recently awarded \$14 reparation by the Interstate Commerce Commission because of the misrouting by the railroad of a car of wheat from Clarence, N. Y., to Provincetown, Mass.

In the suit of the Droge Elevator Co., Council Bluffs, Ia., against the Chicago & North Western Ry., to collect \$1,557.16 in overcharge and damage claims, the road recently filed a petition and bond to have the case removed to a federal court.

The proposed 1c increase in intrastate Illinois grain rates will be opposed vigorously by the Illinois Grain Dealers and the Illinois Farmers Grain Dealers Ass'ns at the hearing Feb. 3 before the State Public Utilities Commission at Springfield.

The cancellation of elevator allowances on grain moving from St. Louis to Evansville, Ind., was the subject of hearings at St. Louis, Mo., which closed Jan. 15, before W. E. Settle, Jr., special examiner of the Interstate Commerce Commission.

A rate of 23½c on glucose from Chicago, Ill., to St. Joseph, Mo., was declared unreasonable and a rate of 18½c prescribed by the Interstate Commerce Commission in its decision in the case of National Syrup Co., v. Chicago & North Western Ry. Co.

The handling of claims by the railroads is receiving the attention of the Interstate Commerce Commission; and it recently ordered the roads to file quarterly reports showing the number of claims presented together with general information as to their settlement.

William J. Wood, Evansville, Ind., formerly chairman of the Indiana Railroad Commission; and O. F. Berry, recently chairman of the Illinois Railroad and Warehouse Commission, have been appointed special examiners for the Interstate Commerce Commission.

The car surplus on Jan. 15 was 217,274 cars, compared with 190,521 cars on Jan. 1 and 53,230 cars on Jan. 15, 1913, according to the American Railway Ass'n. The car shortage on Jan. 15 was 2,385 cars, compared with 1,671 cars on Jan. 1 and 24,791 cars on Jan. 15, 1913.

Reparation for \$78.70 was granted Paul Kuhn & Co., Terre Haute, Ind., because of an unreasonable rate charged on three cars of shelled corn from Farmersville, Ill., to Evansville, Ind., via the Illinois Central R. R., according to a recent order of the Interstate Commerce Commission.

The minimum carload weights applying on grain moving into Council Bluffs, Ia., Omaha and South Omaha, Neb., will be accepted by the C., M. & St. P., Burlington, Rock Island and Northwestern railways as the minimum weights applying when shipments move out of these points.

Lockport, N. Y., won transit privileges on wheat moving from Minneapolis to New York without paying a rate higher than the rate on flour between these two points plus the regular mill-in-transit charge, according to a decision of the Interstate Commerce Commission announced Jan. 14.

An all-water route between Kansas City, Mo., and Chicago, Ill., with a 25% saving in freight charges, will be used next spring according to reports. Two river boat lines have made arrangements to handle traffic down the Missouri River to St. Louis, thence to Chicago via the Illinois River and the drainage canal.

The Interstate Commerce Commission is overburdened with appointments and plans for lighting the work of the commission are on foot. The plan now receiving most support in Washington is the appointment of additional examiners who will be authorized to write opinions, to be submitted to the commission for approval.

The two years' time limit in which to file with the Interstate Commerce Commission claims for the recovery of unreasonable freight charges, was held to be illegal by the U. S. Circuit Court of Appeals recently in the case of National Pole Co., v. C. & N. W. Ry., thereby reversing the decision of the Federal District Court of Milwaukee.

The \$3 per day demurrage rate in force on the Pacific Coast is wittily criticized by a Wichita, Kan., grain dealer, who says: "California has been given a great deal of advertising on account of its superior climate, and tourists have to pay liberally for indulging in it; but it is carrying the thing too far when the same rates are applied to freight cars."

To straighten out a confusion caused by the advance in Illinois interstate grain rates effective Jan. 8, the Toledo, Peoria & Western, Minn. & St. Louis, Chi-

cago, Ottawa & Peoria, Chicago, Milwaukee & Gary, and Lake Erie & Western railroads will apply the old local rates on interstate as well as intrastate shipments of grain from their Illinois stations as specified.

Changes in the provisions of the B/L were urged by the Chicago Board of Trade and other organizations of shippers at a hearing of the Interstate Commerce Commission Jan. 15 at Washington. The four months' limit for filing claims was attacked; and W. M. Hopkins, traffic manager of the Chicago Board of Trade argued against shrinkage allowance on grain shipments.

Railroad rates should be fixed, instead of being only regulated, by the government, according to Interstate Commerce Commissioner Prouty in a speech Jan. 16 before the Traffic Club of Chicago. This would end the continual changes in rates and regulations and the confusing mass of tariffs now used, and would gradually eliminate the inconsistencies and discriminations in the present rate structure.

The Pennsylvania Railroad Co. on Jan. 9 filed a petition with the Interstate Commerce Commission to retain its steamship line operating on the Great Lakes. This is in compliance with the Panama Canal act, which, in order to restore competition between rail and water carriers, requires that after July 1 no railroad shall operate a water line except with the express permission of the Interstate Commerce Commission.

Ocean rates from Argentina to the United States have suffered a sharp decline. At one time rates as high as 21 to 22 shillings per ton were paid on corn and flax; but recently the rate sank to from 9 to 10 shillings and some boats were chartered at 7 shillings. On the basis of 40 bus. of corn to a long ton, 7 shillings is equivalent to 4¼c per bu. and 10 shillings, to 6c. On Jan. 14 seven boats with 1,700,000 bus. of corn were en route from Argentina to New York.

The country is ready to accept, and accept with relief as well as approval, a law which will confer upon the Interstate Commerce Commission the power to superintend and regulate the financial operations by which the railroads are henceforth to be supplied with the money they need for their proper development to meet the rapidly growing requirements of the country for increased and improved facilities of transportation.—President Wilson.

Railroad-owned elevators at Kansas City, Mo., will be rented by the carriers to private companies at rentals based upon valuations to be set by three disinterested elevator engineers and contractors. This will be done by all roads except the Wabash and Kansas City Southern, which will hereafter operate their elevators direct. This step was taken voluntarily by the carriers upon complaint by the Omaha Grain Exchange filed with the Interstate Commerce Commission that the roads at Kansas City were renting their elevators at unreasonably low rates, and giving certain free or preferred services to shippers using the elevators and shipping out over the owning carriers' lines, thereby in effect granting rebates and discriminating against Omaha elevator owners. On Jan. 9 the roads filed leases with the Interstate Commerce Commission providing for rentals based as above; and the complaint was dismissed.



# Grain Trade News

## ARKANSAS.

Green Forest, Ark.—Miss Persis Oldham claims to be the only lady miller and elvtr. operator in this state. She is associated with her father in the business.

## CALIFORNIA.

San Francisco, Cal.—W. A. Gordon and Wm. F. Williams have been elected to membership in the Chamber of Commerce.

Vallejo, Cal.—The Sperry Flour Mill Co. of San Francisco will spend \$50,000 in improvements in its plant at this point. A new dock will be built and an addition having capacity for 4,000 tons. All grain will be handled in bulk in future and 24 bins will be constructed for wheat storage. Two marine legs will also be installed.

## CANADA.

Govan, Sask.—The Govan Grain Growers Co-operative Co. has engaged in business.

Bromhead, Sask.—The Long Creek Grain & Supply Co., Ltd., has been incorporated.

Port McNicoll, Ont.—The 4,000,000-bu. elvtr. of the Can. Pac. Ry. Co. will be enlarged.

Montreal, Que.—The plant of the Robinson-Oliver Grain Co. was destroyed by fire, Jan. 13, loss \$200,000.

Winnipeg, Man.—Todd W. Lewis of Minneapolis has been admitted to membership in the Grain Exchange. Memberships are quoted at \$4,500.

Essex, Ont.—Rose & McCausland have installed an Invincible Corn Cleaning Machine and also a small grain cleaner of the same make.—S.

Toronto, Ont.—The grain section of the Board of Trade held its annual election Jan. 7, electing A. O. Hogg as pres. and J. T. Melady, vice-pres.

Gravelbourg, Sask.—I was never at Froid or any other place in Montana, as reported in this column Dec. 25 by someone who has taken the liberty of signing my name.—P. A. Highum.

Ottawa, Can.—Alexander G. McCormick, agt. for the Lake of the Woods Mfg. Co., dropped dead in his office in this city recently. He was 66 years old and had been the company's agt. for 20 years.

Winnipeg, Man.—The Manitoba legislature passed a resolution Jan. 13 favoring the free admission of wheat to Canada. The resolution will be forwarded to the Dominion Parliament at Ottawa.

Toronto, Ont.—The meeting for the nomination of officers of the Council of the Board of Trade was held Jan. 9 and the following were named: For pres., W. P. Gundy; first vice-pres., G. W. Woods; second vice-pres., Arthur Hewitt and Eric Armour.

Brandon, Man.—The Manitoba Grain Growers Co. held its annual convention here Jan. 7 to 9, about 200 delegates being present. Matters of interest to all grain dealers were discussed. R. C. Henders was re-elected pres. and J. S. Wood, sec'y for 1914.

Winnipeg, Man.—The annual report of the Manitoba Government Elvtr. System was presented to the legislature Jan. 5 and shows a surplus for the year ending Nov. 30 of \$329,84. The elvtrs. were operated during the year by the Grain Growers Grain Co., which paid the government in rentals \$56,738.34. The total revenue was \$58,770.71. The total expenses were \$58,440.87. The elevators are still being operated by the Grain Growers Grain Co., the cancellation of the agreement between the company and the government taking effect Aug. 31.

Calgary, Alta.—The site for the government elvtr. in this city has been selected. It lies between the right of way of the C. N. R. and the Bow river and will be accessible by spur tracks to the C. N. R. and the C. P. R. as well as a branch of the G. T. P. tracks.

Toronto, Ont.—The decision of James Carruthers & Co. to move their Toronto office to New York City, U. S. A., at the end of the month removes one of the largest grain firms from this city. Chas. W. Band, who has managed the office here, will be in charge of the new quarters.

## COLORADO.

Denver, Colo.—Harris, Winthrop & Co. will close their office in this city Feb. 1.

Loveland, Colo.—The recently incorporated Kelim Farmers Mlg. & Elvtr. Co. has commenced business.

Wray, Colo.—The Farmers Grain Co. has again made application for an elvtr. site on the C., B. & Q. and will build in the spring.

Eaton, Colo.—A. E. Grisson of Tupelo, Miss., will represent the Eaton Mill & Elvtr. Co. on the road in Tennessee, Mississippi, Alabama and Georgia.

McClave, Colo.—The elvtrs. of the Colorado Mill & Elvtr. Co. at this station and at Mays Valley (Wiley p. o.) have been completed by the Finton Constr. Co., who had the contract. The equipment includes elevating and conveying machinery.

## ILLINOIS.

Osman, Ill.—Geo. De Long has installed a kerosene engine in his elvtr.

Cullom, Ill.—C. T. Hupp has succeeded Geo. Mellin as mgr. for M. R. Meents & Son.

Lodge sta. (Monticello p. o.), Ill.—The elvtr. of Roy H. Jones & Co. has been completed.

Cairo, Ill.—H. L. Halliday Mlg. Co. has increased its stock from \$100,000 to \$125,000.

Edwardsville, Ill.—Dippold Bros. have installed a 35-h.p. motor and will operate by electricity.

Radford, Ill.—C. W. Rice has resigned as mgr. of the Evans Elvtr. Co. and will go to California.

Mt. Auburn, Ill.—E. R. Talbott has succeeded E. R. Ulrich & Sons at this station.—P. L. Bell, agt.

Meridan, Ill.—The elvtr. of the Neola Elvtr. Co. is being thoroly overhauled and put in good repair.

Manhattan, Ill.—The Manhattan Farmers Grain Co. has increased its capital stock from \$10,000 to \$25,000.

Woodland, Ill.—Geo. Cavitt of Cavitt Bros. has traded his interest in the elvtr. for a farm in Minnesota.

Deer Creek, Ill.—We will install a new wagon scale.—A. J. Nafziger, mgr. Farmers Grain, L. S. & Coal Ass'n.

Savanna, Ill.—Work will be started at once on the new transfer elvtr. of the Neola Elvtr. Co. at this point.

Evans Siding (Lincoln p. o.), Ill.—The Township Line Grain Co. has increased its capital stock from \$3,000 to \$6,000.

Sadorus, Ill.—J. A. Freemon, formerly with Kizer & Co. of Decatur, Ill., has become mgr. for Suffern, Hunt & Co. here.—S.

Princeton, Ill.—The Farmers Elvtr. Co. has posted notice that it will not store grain for patrons, in accordance with the recent order of the Public Utilities Com's'n.

Litchfield, Ill.—C. O. Herman, mgr. for C. B. Munday & Co. at this station, was married Jan. 7 to Miss Theresa Schwab.

Wolf Lake, Ill.—We have closed our elvtr. for the season and will re-open it July 1 if the wheat crop is good.—Nanson Com's'n Co.

Cambridge, Ill.—The local elvtrs. have notified the trade that they will not store grain on account of the new public utilities law.

Savoy, Ill.—J. J. Brennan and L. G. Johnson were elected directors of the Savoy Grain & Coal Co. at the annual meeting Jan. 8.

Cairo, Ill.—The Cairo elvtr. of the Ill. Cent. Ry. Co. is not as yet in operation, altho reported leased some time ago to Chicago parties.

Green Valley, Ill.—We will probably build in the spring on the C. & N. W. R. R. west of town.—G. G. Waitmire, mgr. Farmers Grain & Coal Co.

Johnson City, Ill.—The City Coal & Grain Co. incorporated; capital stock \$10,000; incorporators, Edward Duncan, Arch Willard and L. D. Hobbs.

Cairo, Ill.—H. S. Antrim, who was struck by a stray bullet New Year's eve, has recovered and is again at his desk. Mr. Antrim is pres. of the Board of Trade.

Tampico, Ill.—The Farmers Elvtr. Co. has issued notices that it has complied with the new utilities law as to storing grain, and no grain will be stored in the elvtr.

Ludlow, Ill.—The annual meeting of the Farmers Elvtr. Co. was held Jan. 12 and the following officers for 1914 were elected: J. K. Fuller, pres.; R. P. Corbett, treas., and John Yankee, sec'y.

Fisher, Ill.—The Farmers Grain & Coal Co. has installed a Brown-Duvel Moisture Tester and has voted to declare no dividends, but to spend the amount in improvements in the plant.

Sheldon, Ill.—Wm. Van Camp, working on the night shift at the elvtr. of the Cleveland Grain Co., was fatally injured Dec. 23 when he fell a distance of 20 ft. while adjusting some machinery.

Allen (San Jose p. o.), Ill.—The Allen Farmers Grain Co. is building a 30,000-bu. studded elvtr. A complete line of Constant machinery is being installed. Grant M. Sloan is doing the work.—S.

Mattoon, Ill.—P. E. Myrick, a retired grain dealer of this city died Jan. 8, in a hospital at Springfield. Mr. Myrick has been ill for the last 2 years and was 65 years old at the time of his death.

Manteno, Ill.—Geo. Mellin, formerly mgr. for M. R. Meents & Son at Cullom, is now mgr. for the recently organized Farmers Elvtr. Co. W. H. Kimmelshue is pres. and Pat Grant sec'y of the company.

Sinclair, Ill.—T. U. Fox has won his suit against the C. & A. Ry. Co. for failure to furnish cars for the shipment of corn. Mr. Fox sued for \$358.50 and secured judgment for the amount. The verdict was affirmed on appeal.

Galesburg, Ill.—At the annual meeting of the Farmers Elvtr. Co. Jan. 10 the following officers were elected for the ensuing year: A. F. Paden, pres.; W. H. Pankey, vice-pres.; S. V. Stuckey, treas., and Frank Faulkner, sec'y.

Addieville, Ill.—J. H. Gaebee & Co. have let contract to the Reliance Cons. Co. for a 40,000-bu. cribbed elvtr. on the L. & N. R. R. It will be iron-clad, with 4 dumps, 1,200-bu. hopper scale, and 20 bins. A wheat cleaner, an oil engine and an electric lighting plant will be installed.

Springfield, Ill.—A com'ite representing the Farmers Grain Dealers Ass'n and the Illinois Grain Dealers Ass'n will appear before the public utilities com'ite, Feb. 3, in the hearing on the proposed increase in freight rates on grain. Wm. R. Bach, attorney for the I. G. D. A., says: "The increase is a practical discrimination against grain. Grain is already paying its fair proportion of freight and the farmers will be quick to realize the arbitrary stand of the railroads."



Tuscola, Ill.—On Jan. 15 about 15 dealers met with Sec'y S. W. Strong and discussed the proposed freight rate increase. A resolution was adopted that all those present attend the hearing before the Public Utilities Commission at Springfield on Feb. 3.

Missal, Ill.—The annual meeting of the Farmers Elvtr. Co. was held Jan. 8, and the following officers elected for 1914: W. D. Iserman, pres.; Jacob Zeigler, vice-pres.; G. W. Holland, treas., and James M. Mortland, sec'y. Homer Crum is the new mgr. of the company.

Urbana, Ill.—Sec'y Strong is urging the members of the Illinois Grain Dealers Ass'n to make every effort to interest all grain dealers in the hearing to be held before the Public Service Com'n at Springfield Feb. 3 in reference to the advance of rates on grain. He requests that they write their representatives and senators and Governor Dunne protesting against the increase. They are also advised to be present at the hearing.

Lanark, Ill.—David Miller, for 40 years in the grain business at this point, died Jan. 11 from uraemic poisoning following an operation. Mr. Miller was mgr. of the elvtr. of Wolf Bros. & Rowland at the time of his death, which occurred in the hospital at Freeport. His body was brot to this city for burial. He had been married 54 years and is survived by his wife, two sons and two daughters. He was 77 years old.

Weston, Ill.—C. E. Graves of the Graves & Hurburg Co. has brot suit in the circuit court against the T. P. & W. Ry. Co. for damages amounting to \$15,000 for 42,000 bus. of grain burned in the elvtr. of the company Oct. 20, 1912, the fire having been alleged as due to a spark from a passing T. P. & W. engine. The S. C. Bartlett Co. has also brot suit against the railroad company for \$3,500 for the loss of 5,000 bus. of grain burned at the same time. The fire destroyed the elvtr. and two of the three oat houses of the company.

Mackinaw, Ill.—In a controversy between landlord and tenant the Mackinaw Grain & Stock Co. applied to court for instructions on payment of proceeds from 3,611 bus. of corn bot; and recently the master in chancery found the funds should be equally divided between landlord and tenant. Had the Mackinaw Grain Co. arrived at the same decision and divided the money equally neither would have been satisfied, and litigation would have resulted. By paying the proceeds to the clerk of the circuit court the grain company compelled the other parties to fight it out between themselves.

Winnebago, Ill.—After auditing the books of the company, stockholders of the Winnebago Produce & Supply Co. were informed that there was a shortage of \$15,000. The facts were brot before the grand jury and the indictment of Bernard F. Quamme, former mgr. of the company, who resigned Mar. 7, 1913, was requested. Mr. Quamme is now living in Rake, Ia., and it is said is unable to account for the shortage. The stockholders declare that his alleged embezzlement was so carefully covered up that it was not until after he had resigned that they became suspicious that he had taken funds belonging to the company. He has been unable to account for \$1,000 received from a Chicago commission house and it has been disclosed that during the 3 years which he had acted as mgr. Quamme did not account for any of the earnings of the company.

Kewanee, Ill.—The elvtr. of W. B. Cavanaugh burned at 9:45 p. m. Jan. 7 and is a total loss. Mr. Cavanaugh places his loss on the stock at \$20,000, with \$4,000 insurance. The insurance on the building amounted to \$3,000. The elvtr. was an old house, having been built in 1856 by Capt. Seldon Howard, and when Abraham Lincoln visited this city he gave his address in the old elvtr. building, which was used as a hall, being the largest building in the town at that time. The house was owned by Geo. S. Dole. It is believed that the fire was of incendiary origin and a thoro investigation will be made. The farmers

who had grain stored in the building have agreed that they do not care to have anything to do with the salvage of the grain and insist that they stored the grain in the house under the impression that it was fully insured. An attorney will be retained to investigate the matter. Among those interested are: S. F. Francis who had 1,360 bus. of oats stored; O. W. Boardman, 150 bus. of oats; Henry Trumbull, 1,000 bus. of oats; Henry Marlow, 500 bus. of oats; Ed. McKee, nearly 1,200 bus., and Charles Barton, 300 bus. of oats belonging to the Homer Barton estate.

East St. Louis, Ill.—Traffic Mgr. Sherman Wilson of the Commercial Club appeared before the state utilities com'n Jan. 6 to protest against the alleged discrimination of the railroads against the city in the fixing of freight rates on grain shipments to this point. The officers of the club claim that the railroads so arrange the freight tariffs on grain shipments as to favor the St. Louis elvtrs. and discriminate against the East St. Louis elvtrs. Grain shipments from Illinois points are taxed with excessive switching charges so as to make it cost more to place a car of grain at an East St. Louis elvtr. than to ship it across the river, paying the bridge charges. Shipments from points west of the Missouri river, they say, are billed to St. Louis and then rebilled to East St. Louis and a charge fixed which makes it practically prohibitory for East St. Louis to receive grain shipments from west of the river. Several grain elvtrs. in East St. Louis have been practically abandoned during the last few years and several which have been destroyed by fire have not been rebuilt. The Commercial Club says that the discriminating freight rates are the cause. A campaign has also been started to have the buro of the Illinois state grain dept. located on this side of the river and not in St. Louis as at present.

## CHICAGO NOTES.

The new elvtr. of J. J. Badenoch has been completed and the machinery is being installed.

Chester Arthur Legg, special council of the executive com'te of the Board of Trade, has resigned.

The E. C. Butz Grain Co. and Henry Rang & Co. have moved to new quarters in the Webster building.

Nathan Lederer was suspended from floor privileges for two days as a result of one of his "jokes" on the floor.

The Grain Traders Elvtr. Co. has filed notice of dissolution. The elvtr. of the company was sold to E. R. Bacon last June.

Mayhew A. Seymour, a pioneer grain com'n man and a member of the Board of Trade for many years, died Jan. 15 at the age of 60.

An advance of 5c per car in the fee to be charged by the board of trade grain sampling department has been made. The new rate is 35c per car.

Marshall E. Boynton, who was recently charged with having stabbed Chas. Bartemos, mgr. of the Blue Ribbon Cafe, was fined, Jan. 9, \$200 and costs.

CHICAGO CALLERS: R. I. Thornton, Gardner, Ill.; H. D. Metcalf, Winnetka, Man.; J. J. Snodgrass, pres. Moose Jaw Grain Exchange, Moose Jaw, Sask.

The question of changing the grades of corn to conform to the government regulations has been referred jointly to the rules and grain com'tes of the Board of Trade.

The following have applied for membership in the Board of Trade: John W. Dickson, Wilbur H. Armitage, J. S. Johnston, Jr., Minthorne M. Day, Geo. T. Badger, Howard H. Hanks, Julius Fleischman, John B. Swearingen and Fred Spinney. Members admitted are C. B. Mears and F. F. Fisher. The certificates of Fred T. Bedford, Bert E. Rich, Wm. T. Riley, Wm. L. Blair, James M. Kirby, and the est. of Sam'l C. Henning have been posted for transfer. Members are quoted at \$2,600 net to buyer.

The condition of Henry G. Strassheim, pres. of the Henry G. Strassheim Hay & Grain Co., who was struck by a street car Dec. 10, is still serious. He is suffering from a fractured skull.

Friends of James Bradley and Wm. S. Warren, two prominent members of the Board of Trade, will be glad to learn that both gentlemen are reported convalescent. Both have been very ill and the news of their recovery is cheering.

Louis S. Vehon and J. W. Siebel were appointed members of the appeals com'te of the state grain inspection dept., succeeding James Noble and Frank Hotchkiss, who resigned. James Coughlin, the hold-over member of the com'te, is chairman.

W. M. Hopkins, traffic mgr. of the Board of Trade for the last 6 years, has resigned and Feb. 1 will turn the office over to E. R. Boyd. Mr. Boyd preceded Mr. Hopkins and will now succeed him. Twenty-two members of the directory who have served on the transportation com'te during Mr. Hopkins' regime tendered him a banquet, Jan. 23, at the Union League Club, and presented him with a handsome watch as a mark of their appreciation of the good work he has done. C. B. Pierce made the presentation.

Pres. Canby and the new officers of the Board of Trade were installed, Jan. 12. All other officers and employes were reappointed at the first meeting of the new directorate, Jan. 13, and the following standing com'tes for the year have been named by Pres. Canby: Rules, A. E. Cross, J. R. Mauff and Jos. Simons; membership, L. H. Freeman, Adolph Gerstenberg and Geo. R. Quinn; warehouse, R. A. Schuster, J. R. Mauff and J. J. Fones; grain, Adolph Gerstenberg, John Carden, R. A. Schuster, E. D. McDougal, Frank B. Rice, P. H. Schifflin and J. F. Barrett; clearing house, A. E. Cross, J. A. Rodgers and Jos. Simons; violation of rules, Jos. Simons, J. R. Mauff, L. H. Freeman, J. A. Rodgers, J. J. Fones, John Carden and R. A. Schuster; weighing and custodian, R. McDougal, R. A. Schuster and G. B. Quinn; claims, J. J. Fones, G. T. Carhart and J. A. Rodgers; to arrive grain, W. N. Eckhardt, G. E. Marcy, E. F. Rosenbaum, W. S. Dillon and J. P. Griffin. Among the officers reappointed are J. C. F. Merrill, sec'y; W. S. Blowney, ass't sec'y; E. A. Hamill, treas.; H. S. Robbins, counsel, and Samuel Powell, clearing house mgr.; treas. of the clearing house, George M. Reynolds; ass't mgr., James F. Lee; weigh-master, H. A. Foss; flaxseed inspector, C. F. Lias; grain samplers, Robert P. Kettles and P. H. Bevis.

## PEORIA LETTER.

Peoria, Ill.—Deputy Inspector C. H. Hall is reported to be seriously ill.

Peoria, Ill.—James D. Canty has applied for membership in the Board of Trade.

Peoria, Ill.—Jos. L. Furst and Bryant J. Yeck have been admitted to membership in the Board of Trade.

The Board of Trade on Jan. 12 unanimously adopted the following resolution: "Be it resolved, We desire to enter our emphatic protest against the passage of the Hobson-Sheppard or Workman bill or kindred legislation for national prohibition." Announcement was made by President J. H. Ridge that table rent for the coming year would be the same as for 1913, \$60, or \$40 for half a table. Dues will remain the same, \$35 per annum. The membership of the board is now 112, a gain of 6 during the year.

The annual election of the Board of Trade was held Jan. 12 and the following officers were named: N. R. Moore, pres.; Theo. G. Jacobs, 1st vice-pres.; G. H. McHugh, 2d vice-pres.; Walter Barker, treas.; T. A. Grier, C. C. Miles, A. G. Tyng, L. Mueller, Peter Casey, W. W. Dewey, J. H. Ridge, D. Mowat, F. J. Pursley and B. E. Miles, directors; arbitration com'te, Geo. L. Bowman, Geo. Breier, Gus. Peterson; appeals com'te, L. H. Murray, W. S. Miles, F. L. Wood, John R. Lofgren was reappointed sec'y. The new officers were installed Jan. 19.



## INDIANA.

Evansville, Ind.—The Akin-Erskine Mfg. Co. will increase the capacity of its plant.

Cambria, Ind.—I have sold my grain business.—J. R. Beach of J. R. Beach & Son.

Idaville, Ind.—Loughry Bros. Mfg. & Grain Co. has added a new dump to its elvtr.

Tipton, Ind.—I am in charge of the business of Fred B. Fox, who is out West.—G. G. Davis.

Monticello, Ind.—Cloyd Loughry is seriously ill in the Deaconess Hospital at Indianapolis.

Hammond, Ind.—Chapin & Co. have decreased their capital stock from \$150,000 to \$130,000.—C. L.

Townley sta. (Monroeville p. o.) Ind.—Clifford Seaman is now mgr. for the Townley Grain & Supply Co.

Winchester, Ind.—We expect to have our new elvtr. completed by Feb. 10.—Goodrich Bros. Hay & Grain Co.

Wolcottville, Ind.—F. M. Smith is out of the grain business at present. We have bot his elvtr.—Wolfe Bros.

Ray, Ind.—While working around the gasoline engine in the local elvtr., E. Green was seriously injured recently.

Jamestown, Ind.—Chas. E. Oliver has bot the plant of the Jamestown Mfg. Co. and will be pres. and gen. mgr. of the company.

Garfield (Darlington p. o.), Ind.—I am building an elvtr. and expect to have it in operation Feb. 1.—Bernard Price, Crawfordsville.

Hazelrigg, Ind.—The elvtr. we purchased belonged to Whiteman Bros., who have discontinued the grain business.—A. Robinson & Son.

Hazelton, Ind.—The report that an elvtr. is to be built at this station is incorrect. J. A. Davidson writes: Nothing of the kind contemplated.

Norwalk, Ind.—We have recently installed a full electrical equipment for the operation of our machinery. We find it better than gas or gasoline.—Mead & Woodward.

Atkinson, Ind.—I have succeeded Schackleton, Pogett & Evans as prop. of the Atkinson Grain Co. Frank Pogett, formerly mgr., is now at Fowler, Ind.—Elbert Steinbel.

Rahm's sta. (Henderson, Ky., p. o.), Ind.—The Farmers Grain Co., incorporated; capital stock, \$5,000; Henry Housman, Philip Schnur, Charles Kuester and Joseph F. Schenk, directors.—M.

Rolling Prairie, Ind.—A. P. Bailey has bot the interest of J. B. Rupel in the Rolling Prairie Elvtr. Co. Mr. Bailey has not decided whether he will operate the elvtr. or dispose of it.

Windfall, Ind.—We have succeeded the Urmoston Grain Co. and will improve our elvtr. and install new machinery.—Windfall Grain Co. The company has increased its capital stock from \$60,000 to \$80,000.

Leesburg, Ind.—We have installed a Standard Seed Cleaner, a Western Sheller and Invincible Separator and all new shafting and belting.—H. E. Kinsey, mgr. Leesburg Grain & Milling Co.

La Crosse, Ind.—Our new elvtr., said to be the best plant in Indiana, has been completed by the Burrell Engineering & Construction Co., which had the contract.—A. W. Walls, mgr. La Crosse Farmers Elvtr. Co.

Francesville, Ind.—We have built an office and have the scales installed. We will build a 40,000-bu. elvtr. equipped with all modern machinery and operated by electricity later.—A. Gudeman, of the recently incorporated Farmers Elvtr. Co.

Fiat sta. (Balbec p. o.), Ind.—Wm. J. Borrer and J. H. King have been made defendants in a suit brot by John Harris for failure to fulfill a contract to buy his elvtr. for \$4,500. He alleges that the contract calls for a forfeiture of \$500 if not carried out by either party.

Baldwin, Ind.—The Nathan Grain Co. has succeeded the Baldwin Grain & Produce Co. Homer Smith is in charge.

Frankton, Ind.—The Farmers' Co-operative Grain & Coal Co., which has purchased a site near the Pennsylvania railroad tracks a short distance from the Frankton railroad station, will build an elvtr.—M.

Dana, Ind.—Wm. Kuehns, who was seriously injured in the elvtr. of the National Elvtr. Co., in December, 1912, has brot suit against the company for \$25,000 damages. Kuehns was hurt when he stooped over a line shaft to put rosin on a slipping belt without stopping the machinery. His heavy coat caught in a set screw, and he was terribly lacerated and injured before he could be released.

North Grove, Ind.—The Garrison Grain Co. has erected a 30,000-bu. cribbed elvtr. on the Pan Handle. It is iron clad and has a 9-foot cement basement, steam power, Philip Smith Combination Boot and Sheller, an Invincible Cleaner, Smith Hoist Dump, and Smith Man Lift, a 30 h.p. C. & T. Engine. The engine room, boiler room and cobhouse are of hollow tile and have concrete floors. It replaces the house burned Aug. 3, 1913.

## INDIANAPOLIS LETTER.

The F. E. Janes Grain Co. has succeeded the F. E. Janes Coal & Grain Co.—C. L.

The big black touring car of Geo. H. Evans, bearing a 1914 license No. 1857, was stolen recently.—C. L.

Percy E. Goodrich and F. P. Tompkins have been admitted to membership on the Board of Trade.—C. L.

Jordan & Co. will succeed Jordan & Montgomery, which recently dissolved, the members of the new company being L. H. Jordan, J. C. Jordan and F. P. Tompkins. The company will continue to operate the Indiana Elvtr.

Joseph Huffman, 47 years old, is dead as the result of an accident that occurred Dec. 4, 1913, in the yards of the Evans Mfg. Co. Huffman, who was the shipping clerk, was crushed between two cars and thought to be fatally hurt at the time.—C. L.

The governing committee of the Board of Trade has decided that \$2,000 of the preferred stock should be retired and that a dividend of 1½% should be declared on all outstanding common stock. It has been decided also that a sum of money equal to \$2 a member should be passed to the mortuary fund.—C. L.

R. R. Hargis has been engaged as traffic mgr. by the Board of Trade and has taken up his duties. He has been employed for a number of years by the Wells Fargo Express Co. and the Monon and L. & N. roads and is said to be thoroly conversant with traffic matters. His father was T. F. Hargis, at one time Chief Justice of the Kentucky Court of Appeals.—C. L.

The annual report of the Board of Trade shows that 50 members were added to the roll during 1913 and 21 lost, 10 by death. The grain inspection dept. inspected 29,413,300 bus. of grain during the year. The board retired \$117,000 of its preferred stock, leaving only \$120,000 outstanding. Appropriations amounting to \$2,038.42 were made during the year for the relief of flood sufferers, entertainment of conventions, etc.

The Board of Trade has created a railroad and traffic com'te to take such action or make such recommendations as may seem best calculated to harmonize railroad, commercial and industrial interests in Indianapolis and to collect full and accurate information regarding transportation charges and to protect Indianapolis shipping interests against unjust discrimination. The com'te is composed of Geo. H. Evans, chairman; J. S. Lazarus, J. M. Brafford, P. E. Johnson, A. D. Hitz, M. R. Maxwell, C. R. Lewis, H. C. Shepard and J. R. Cavanagh.—C. L.

## IOWA.

Janesville, Ia.—The Farmers Elvtr. Co. is being organized.

Walcott, Ia.—A. Stoterau, asst. mgr. of the Farmers Elvtr. Co. has resigned.

Lacey, Ia.—Bartlett & Ballinger have bot the elvtr. of the G. W. Tudor estate.

Massena, Ia.—Johnston, Moorehouse & Co. have bot the Massena Mill from B. N. Jessen.

Halbur, Ia.—The recently organized Farmers Elvtr. Co. will build an elvtr. in the spring.

Wyoming, Ia.—Beckwith & Ingles have succeeded L. W. Butler, who succeeded Ingles Bros.

Minburn, Ia.—John Crawford has succeeded B. P. Greenfield as mgr. for Wright & McWhinney.

Dixon, Ia.—The Farmers Elvtr. Co. has installed an Englehart Flexible Spout Holder and Loader.

Farnhamville, Ia.—H. F. Dohrman has bot the elvtr. operated by the Western Grain Co.—W. H. W.

Stratford, Ia.—Herbert Waller has resigned his position as sec'y of the Stratford Grain & Supply Co.

Hutchins, Ia.—The Mullin Grain Co. has put in Englehart Spout Holders at this station and also at Britt.—S.

Eldon, Ia.—The farmers think this would be a good location for a grain elvtr. as there are none here now.

Hampton, Ia.—I bot the elvtr. of C. J. Imholt, who succeeded J. Pohl, taking possession Jan. 15.—J. A. Carden.

Buck Grove, Ia.—Farmers in this vicinity are organizing a company to buy the elvtr. of the Neola Elvtr. Co.

Chariton, Ia.—W. D. Nolan will be mgr. of the new elvtr. of McKlveen & Eikenberry as soon as it is finished.

Napier sta. (Kelly p. o.), Ia.—The Farmers Elvtr. Co. has been organized to take over the elvtr. of C. H. Burlingame.

Cedar Rapids, Ia.—The new addition to the plant of the Quaker Oats Co. has been completed and is now in operation.

Otho, Ia.—The old elvtr. of the Reliance Grain Co. was sold Jan. 3 for old lumber and will be taken down. It brot \$225.

Minden, Ia.—Louis Ehlers, prop. of the local elvtr., while working in the elvtr. Jan. 2 fell and fractured his left knee.

Stanwood, Ia.—J. P. Christianson, formerly agt. for the Duff Grain Co. at Chalco, Neb., is now mgr. for the King Wilder Grain Co.

Union, Ia.—The Union Grain Co. has succeeded Moore & Anderson, and the Farmers Elvtr. Co. H. C. Moore is mgr. of the new company.

Geneva, Ia.—The Geneva Elvtr. Co. has installed 2 new controlable dumps and a 12-h.p. gasoline engine in its elvtr.—W. W. Sylvester.

Little Rock, Ia.—Mackin & Harlan have bot the elvtr. of the Farmers Elvtr. Co. and I am mgr.—E. B. Krominga, formerly of St. Anthony.

Alden, Ia.—We have installed a 12-h.p. Fairbanks Morse Oil Engine and electric lights in our elvtr.—W. J. Hager, mgr. Farmers Elvtr. Co.

Burnside, Ia.—The old elvtr. formerly operated by J. H. Hamilton was sold at public auction Jan. 3 for \$810. The building will be torn down.

Roelyn sta. (Moorland p. o.), Ia.—The elvtr. of the Farmers Elvtr. Co. is nearly completed. The Younglove Construction Co. has the contract.

West Chester, Ia.—We have succeeded D. C. Kilgore, and Fisher, Augustine & McLaughlin in the grain business here, operating both elvtrs.—H. W. Luers & Co.

Bouton, Ia.—Ben Swisher has succeeded J. W. Dissinger as mgr. of the elvtr. of Farmers Grain Co. here. He is also mgr. of the company's elvtr. at Gardiner.

Des Moines, Ia.—The standard weight of grains per bu. as established by the 35th general assembly are as follows: Barley, 48 lbs.; buckwheat, 48 lbs.; field corn on cob, 70 lbs.; in ear unhusked, 75 lbs.; shelled, 56 lbs.; emmer, 40 lbs.; oats, 32 lbs.; rye, 56 lbs.; spelt, 40 lbs., and wheat, 60 lbs.



Stonega sta. (Webster City p. o.), Ia.—The Home Elvtr. Co., incorporated; capital stock, \$15,000; incorporators, H. D. Blue, Wm. Arnold, H. L. Doty and John Butler.

Fenton, Ia.—I am now mgr. for Seiler & McDonald at this station. Ed Soderberg, who helped me during the rush, is now working for the Farmers Elvtr. Co.—O. L. Shively.

Hubbard, Ia.—The Farmers Elvtr. Co. elected the following officers Jan. 13: W. L. Keller, pres.; H. F. Granner, vice-pres.; Gus Lage, sec'y; H. R. Long, treas., and Frank Danger, mgr.

Bernhart, Ia.—Will Thomas has bot a half interest in the elvtr. owned by Clyde Morley at this station. Mr. Morley took over the house Jan. 1 when the firm of Yost & Morley was dissolved.

Pierson, Ia.—The following officers were elected at the recent annual meeting of the Farmers Elvtr. Co.: B. Hathaway, pres.; J. F. Brooks, vice-pres.; O. K. Barkley, sec'y, and P. Hoffman, treas.

Sioux City, Ia.—Vincent H. Perry, employed by the Martens Bros. Mlg. Co., was instantly killed Jan. 2 when he attempted to board a switch engine in the yard by the company's plant. He was 57 years old.

Graettinger, Ia.—The Graettinger Co-operative Co. has announced that it will discontinue business. The company has been operating at a loss, the amount lost in the last 2 years being placed at \$10,000.

Templeton, Ia.—The Farmers Elvtr. Co. has installed a 12-h.p. gasoline engine. I have succeeded J. N. Loetz as mgr. I was formerly with the McFarlin Grain Co. until that elvtr. was sold, and was later associated with C. Meis, operating as Boch & Meis.—I. Boch.

Conrad, Ia.—I have bot a half interest in the grain business of A. W. Randall and we are now operating as Randall & Price. The new 14,000-bu. elvtr. is equipped with up-to-date machinery, which will be operated in connection with the old house.—S. F. Price.

Ollie, Ia.—The Ollie Grain Co. has been organized and has bot the site of the elvtr. of the Jackson Grain Co., which burned June 19, 1912. We will build an up-to-date house in the spring and I will be mgr.—W. H. McCarty, former agt. for the Jackson Grain Co.

Hospers, Ia.—We have built a new 62x100 ft. lumber shed and a 16x20 ft. office with a 14x20 ft. private office or directors' room. We handle the lumber business independently of the grain business.—A. T. Montgomery, mgr. lbr. dept., Farmers Mutual Co-operative Co.

Merrill, Ia.—We held our annual meeting Jan. 13 and elected the following officers: Wm. Lindsey, pres.; C. A. Miller, vice-pres.; Joe Becker, treas., and Dennis Hoffman, sec'y. The financial report for the year showed a net profit of \$1,487.37, the total profit on grain being \$3,080.33 and the expenses \$1,902.31. The stockholders decided to allow the profits to stand as a working capital for next year.—J. H. Luken, mgr. Farmers Elvtr. Co.

Stockport, Ia.—The firm of Yost & Morley has been mutually dissolved. Our Mr. Morley retains the elvtrs. at Libertyville and Bernhart, while I take over the elvtrs. here and at Hillsboro. I have been in the grain business for a number of years, being senior member of Yost & Sherrick and later of Yost & Morley. The elvtr. at this station has been completed and is in operation. The report that the elvtr. would not be opened until Mar. 1 was incorrect.—Harlie Yost.

Bouton, Ia.—The Farmers Elvtr. Co. is defendant in a suit brot by Wm. Steele to recover \$749.54 for corn delivered to the company. On Dec. 29, 1913, Steele delivered to the elvtr. 1,401 bus. of corn and took a receipt therefor. The receipt is in the nature of a contract and by it the company agreed to sell the corn for Steele at any time he so directed paying him the market price, after deducting the storage charges. Steele now elects to sell the corn and at the market price of 53½ cents

per bushel the amount alleged to be due him is \$749.54. He says that he notified the company to sell, but that they had already done so and that no money had been turned over to him. An attachment has been issued against the property of the company until the case can be tried. J. W. Dissinger was the agent of the company at the time the deal was made.

Des Moines, Ia.—Country merchants are protected in their business and the community from frauds by the law enacted by the Iowa General Assembly as Chapter 62, or S. F. 333, requiring transient merchants to apply for license. A bond of \$1,000 must first be filed. It is further provided that the party or parties taking out license must file an affidavit showing that the sale or business they are conducting is a bona fide one and is as advertised. Any false statement contained in the report which is to be made to the county auditor will be punishable under the statutes, it being deemed that the signer to the false statement is guilty of perjury.

Sumner, Ia.—Joseph Auracher, who was notified by the Wabash Railroad Co. to move his elevators off the right of way, is still doing business, pending a settlement of the litigation. Under the new law this question comes under the jurisdiction of the State Railroad Commission; but the railroad company got an injunction from the federal court against the enforcement of the law by the commissioners. The Wabash has raised the point that it is not within the power of the state to compel it to give elevator sites, that this is taking private property (railroad property) for private use (elevator use), contrary to the constitution. Reliance is placed for this position on an old decision by the United States Supreme Court in a case involving the taking of a part of a right of way for a private warehouse, in which the court held that the companies can not be required to give sites for any elevators.

## KANSAS.

Gerlane, Kan.—A mill will be built here this year.—H. H. Shields.

Cicero, Kan.—I operate the only elvtr. at this station.—Geo. Friend.

Barnes, Kan.—We have succeeded Popkess & Mayes.—Mayes & Wright.

Brenner, Kan.—Albert Nitz has bot the elvtr. of H. Hess.—James M. Powell.

Iowa Point, Kan.—F. Maney & Co. are now in the grain business at this point.

Clyde, Kan.—The Clyde Mlg. & Elvtr. Co. has bot a Hall Signaling Grain Distributor.

Zyba sta. (Peck p. o.), Kan.—Bell & Kerley are now in the grain business at this point.

Macksville, Kan.—We have recently installed a steel frame wagon scale.—Davidson Grain Co.

Ottawa, Kan.—A. H. Slater, pres. of the Forest Park Mlg. Co., has been elected mayor of the town.

Ogden, Kan.—The building of an elvtr. at this point is being agitated, there being no elvtr. here.

Cleveland, Kan.—H. Braley has bot the elvtr. of Henry Bird.—C. Rouse, mgr. Stevens-Scott Grain Co.

Mt. Hope, Kan.—Clark French is reported to have succeeded W. P. Brewer as mgr. of the Farmers Elvtr. Co.

Wichita, Kan.—The semi-annual meeting of the Southern Kansas Millers Club will be held in this city Jan. 29.

Muscotah, Kan.—The Farmers Elvtr. Co. has bot the elvtr. of Wm. Dunkel, operated by Chas. Bushy, paying \$5.250.

Englewood, Kan.—The South West Grain Co. has succeeded the Protection Grain Co. here.—Farmers Grain & Supply Co.

Hoyt, Kan.—Fred W. Hall, who recently bot the elvtr. of Wallace & Lindsay, has sold a half interest to Jacob Howard.

Ruleton, Kan.—We are the only firm in the grain business at this station.—J. H. Hobbs, buyer Phillipsburg Mill & Elvtr. Co.

Penokee, Kan.—The farmers may build an elvtr. if conditions remain favorable.—C. L. Kobler, agt. Kansas Flour Mills Co.

Timken, Kan.—A farmers elvtr. company will probably be organized at this station.—Jean Holopirek, agt. Kansas Flour Mills Co.

Wichita, Kan.—W. R. Watson of the Watson Mlg. Co. has organized the Watson Com's'n Co., with Paul Noble as sec'y.

Hutchinson, Kan.—A. B. T. Dunn, formerly auditor for the Kansas Flour Mills Co., is now auditor for the Larabee Flour Mills Co.

Wichita, Kan.—Henry Lassen, pres. of the Kansas Mlg. Co., has been elected to fill a vacancy on the directorate of the Board of Trade.

Harveyville, Kan.—We will remodel the elvtr. recently purchased from F. B. Bonebrake, but will not use it until fall.—J. H. Dougan & Son.

Hilton sta. (McPherson p. o.), Kan.—The elvtr. of Colburn Bros. Co. will be moved so as to get better R. R. connections.—F. P. Hawthorne, McPherson.

Atchison, Kan.—I will build an elvtr. at this station in the spring if I can secure a suitable site.—H. Westerman, prop. Kensington Elvtr., Kensington.

Ellsworth, Kan.—It is reported that John Stephans, former supt. of the Larabee Flour Mills Co. at Hutchinson, Kan., has bot an interest in the Ellsworth Mill & Elvtr. Co.

Elyria, Kan.—Farmers are organizing to build or buy an elvtr. They are trying to buy the Colburn Bros. Co. Elvtr. that I built two years ago.—F. P. Hawthorne, McPherson.

Atchison, Kan.—The Cain Mill Co. suspended business Jan. 8, placing its liabilities at \$65,000. The suspension is believed to be temporary and a re-organization of the company is planned.

Hudson, Kan.—The Hudson Mill & Elvtr. Co. has contracted with the Burrell Engineering & Construction Co. for the construction of a 40,000-bu. concrete elevator and a 5-story concrete mill.

Kansas City, Kan.—The November monthly report of the state inspection bureau in this city shows that the receipts amounted to \$9.39 and the expenses to \$90. The bureau has been operated at a loss for some time.

Arkansas City, Kan.—The New Era Mills, belonging to the Kansas Flour Mills Co. of Wichita, have been purchased by A. J. Hunt and associates, who will operate as the New Era Mlg. Co. Mr. Hunt was formerly sec'y of the Kansas Flour Mills Co.

Wichita, Kan.—S. E. St. John of the Worthington Grain Co. of Worthington, Minn., operating a line of 68 elvtrs. in that state, is said to be contemplating the erection of a "string" of elvtrs. in Kansas and the building of a large terminal elvtr. at this point.

Valley Falls, Kan.—Thos. Hatfield and Herman Hauck have formed a partnership consolidating their business, and will operate as the Hauck Mill & Elvtr. Co. The new company will use the Hatfield plant as a storage house and will carry on the business at the Hauck mill and elvtr. Mr. Hatfield will be office mgr. and Mr. Hauck operating mgr. at the mill and elvtr.

Hutchinson, Kan.—The grain dealers of central Kansas held a meeting in the Commercial Club rooms Jan. 9, about 60 being present. The meeting was called by Sec'y Smiley of the Kansas Grain Dealers Ass'n and was for the purpose of discussing state grain inspection methods and federal inspection rulings, the grain men being especially bitter on the latter subjects. James A. Lyons of Langdon was chairman of the meeting. Sec'y Smiley was the first speaker, reviewing the history of the government corn grades and



the effect the grades would have on the grain trade of the state. He gave many reasons for his opposition to the grades, and urged all present to do what they could to prevent the adoption of the grades. He also said that he believed that state inspection should be optional. State Inspector Ross said that he was in favor of government supervision of grain inspection and that he thought all grain inspection should be under civil service rules. He invited suggestions and complaints and urged the co-operation of the grain trade. Another subject for discussion was the order of Com's'n'r O'Brien in regard to fire escapes on elvtrs. Among those present were Geo. R. Cooper, St. John; Jas. A. Lyons, Langdon; John T. Baker, Sterling; H. Hillyer, Dodge City; Jas. L. Root, Kansas City, Mo.; J. R. Harold and J. R. Baker of Hutchinson.

#### TOPEKA LETTER.

Sec'y E. J. Smiley of the Kansas Grain Dealers Ass'n was suddenly stricken with acute indigestion while waiting for a train in the Santa Fe depot at Dodge City Jan. 13. He was taken to the local hospital, but his condition improved during the day and he was brot home Jan. 15 and is reported to be improving steadily.

The Kansas Grain Dealers Ass'n has decided to hold its 1914 annual meeting May 26, 27 and 28 instead of in February, as has been the custom. The meeting will be held in Kansas City, Mo. District meetings in this state and in southern Nebraska will be held during the months of March and April instead of May and June, as heretofore.

Sec'y F. D. Coburn, who for 20 years has been connected with the state board of agriculture and is recognized as one of the foremost crop experts of the country, resigned Jan. 16, at the annual meeting of the board. After his re-election Mr. Coburn announced his retirement from the office June 30. Mr. Coburn says: "I need a rest, for I am tired thru and thru and I would have no one ever say of me that I continued to hold a state position after the period of my usefulness had passed. Because I am satisfied that the office and its work have reached a point when a new, more progressive and perhaps more ambitious official should be in charge. Kansas is deserving of the best services of the best men available." Jacob Mohler, clerk of the board for 20 years, was elected to succeed Mr. Coburn.

In reference to the action taken at the Hutchinson meeting concerning the fire escape law, we quote in part from a letter addressed to Chairman J. A. Lyons by the Governor which we consider explicit and to the point: "I assure you that it will be a pleasure for me to give this matter our personal attention, but neither Mr. O'Brien nor the Executive can set aside or hold in abeyance an enactment of the legislature. I feel warranted in saying that if no one makes a complaint, that no elevator coming under the provisions of the enactment will be compelled to put on the fire escape and go to this unusual expense." After receiving this letter we assumed that that would settle the matter, but much to our surprise notices are being sent out by Mr. O'Brien to members of this Ass'n, telling them to equip their plants with metal fire escapes. Mr. O'Brien has been notified by our attorney that as far as this Ass'n is concerned, we will not comply with this order, and we have offered to make a test case to determine the constitutionality of the law. We are of opinion that it is not his intention to commence an action or same would have been commenced before this time.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

#### KENTUCKY.

Danville, Ky.—Walter Tulley has sold his interest in the firm of Tribble & Tulley to his partner.

Covington, Ky.—A freight elvtr. in the elvtr. of the Fergar Grain & Hay Co. fell to the basement Dec. 26 and probably fatally injured Thos. Jones, who was operating it.

Owensboro, Ky.—The Rapier Sugar Feed Co. has succeeded The Rapier Grain & Seed Co. Officers are W. F. Rapier, pres.; J. T. Rapier, sec'y-treas., and J. E. Gardner, mgr. The company has leased the plant of the American Malting Co. which has a capacity of 500,000 bus. and is insured for \$500,000.—W. F. R.

#### LOUISVILLE LETTER.

I have recently entered the hay and grain com's'n business at this market.—H. F. Seekamp.

Mrs. Lucy P. Hayes, wife of F. E. Hayes, treas. of the Ballard & Ballard Co., died Dec. 24 at the age of 54.

The Transportation Club of Louisville have announced that it will hold its second annual banquet on Tuesday afternoon, Feb. 10, at the Seelbach Hotel. The grain dealers of Louisville are very prominent in the Transportation Club.

All the old directors or the Board of Trade were re-elected at the annual meeting Jan. 12, with the exception of J. M. Johnson, who was defeated by James Clark, Jr., by a vote of 93 to 83. The attendance at the meeting was the largest in years. After the formal business of the meeting was concluded the members partook of a sumptuous buffet luncheon, the balloting continuing from 1 to 3 p. m. The sec'y's report showed a balance of \$696.23 on hand. The arbitration com'te was not called upon during the entire year, harmony prevailing in all circles.

#### LOUISIANA.

Lake Charles, La.—The plant of the Louisiana Grain & Mfg. Co., containing a large amount of feed and grain, burned Jan. 15; loss \$40,000; partly covered by insurance. The warehouse of the Kelly-Weber Co. adjoining the burned building was on fire several times but was saved.

Baton Rouge, La.—The state railroad com's'n will hold a hearing Jan. 28 on the petitions of the La. Ry. & Nav. Co. for higher rates on corn and corn products, etc. The road bases its plea on generally higher cost of operation, higher taxes and so forth. This petition conflicts with the petition of the New Orleans Board of Trade for lower rates on grain over all the Louisiana lines. A hearing of the New Orleans complaint was held during the week of Jan. 12. Among those to appear before the com's'n in this city will be representatives from the transportation dept. of the Lake Charles Chamber of Commerce, the Lake Charles Grain Dealers Ass'n having presented a full report to the exchange and asked representation to register a protest.

#### NEW ORLEANS LETTER.

Chas. M. Kearney, asst. Sec'y of the Board of Trade, was the recipient of a purse containing a goodly number of \$20 gold pieces as a wedding gift from the members of the exchange. Mr. Kearney was married Jan. 15 to Miss Alma O'Rourke.

The "regular" ticket of the Board of Trade won a complete victory over the "insurgents" Jan. 12, but the fight was a vigorous one and the count close. The following officers were elected: Jeff D. Hardin, pres.; M. J. Sanders, 1st vice-pres.; Albert Mackee, 2d vice-pres.; B. F. Clerc, 3d vice-pres.; F. A. Daniels, P. M. Schneidau, W. P. Ross, T. J. Ferguson, S. L. Breau, J. T. Gibbons, Jr., Nevins Kirkpatrick, Victor Camors, Ben. Casanas, A. R. Lafonta, L. Frank, E. B. Harral, J. H. Lafaye and W. M. Pitkin, directors. B. F. Clerc having been a director, Jacob Bloom, the insurgent receiving the highest number of votes, was elected to fill the vacancy. The holdover directors are C. H. Ellis, H. B. Schrieber, W. B. Sirera, Chas. Dittmann, J. H. Murphy, Chas. R. Matthews, M. J. Sanders, Frank A. Godchaux, Jos. Kohn, P. Wright, T. F. Cunningham and M. Schwabacher. Mr. Hardin was 1st vice-pres. and succeeds Pres. Jos. McCloskey. The grain and hay trade are represented by John T. Gibbons, Jr., and H. B. Schrieber. H. S. Herring was reappointed sec'y.

The cases of the Board of Trade against the Morgan, Louisiana and Texas, the Texas & Pacific, the Louisiana Railway & Navigation Co. and the New Orleans, Texas and Mexico Railroad Co., charging discrimination in the rates on certain grains and grain products were consolidated when called for hearing before the railroad com's'n Jan. 14. The case of the Board of Trade vs. The Illinois Central and the Yazoo & Mississippi Valley railroads was continued, as was that of the Board of Trade against the New Orleans Great Northern Railway. Chauncey M. Hayward, grain com's'n'r for the Board of Trade, appeared in behalf of the complainants, but it was agreed that any decision that might be reached by the com's'n should be held in abeyance until both sides have an opportunity to file briefs. John A. Smith, freight com's'n'r of the Board of Trade, conducted the hearing for that body, and pointed out the contention of the local shippers of grains and grain products; that reductions from 3 to 12c are needed on certain commodities. It was asserted by the com's'n'r that shippers in New Orleans are under a heavy handicap in their business. The intervenors, on their part, insisted that the reductions asked for simply would force them out of business in giving to the New Orleans shippers a discriminatory rate against them. Interventions were filed by Shreveport Chamber of Commerce, the Alexandria Traffic Bureau, the Crowley Board of Trade, the Baton Rouge Chamber of Commerce, and the Lake Charles Chamber of Commerce. The railroad interests held that the rates on grain from New Orleans to their Louisiana territory are properly adjusted so as to enable New Orleans to do the maximum amount of business in that territory, and that the rates are fair and equitable in and of themselves. The hearing was continued until Jan. 28, when a hearing will be held at Baton Rouge.

#### MARYLAND.

##### BALTIMORE LETTER.

W. E. Jones has applied for membership in the Chamber of Commerce.

J. K. B. Emory, the oldest grain com's'n man in this market, died Jan. 14 at the age of 81.

Reports are again current that the Western Maryland Ry. Co. will build a \$2,000,000 elvtr. at the Port Covington Piers.

Thos. H. Botts, for many years in the grain and flour business, died Jan. 16 of typhoid-pneumonia. He was 56 years old.

Littleton B. Purnell has been admitted to membership in the Chamber of Commerce and the certificate of Paul Frame has been posted for transfer.

Paul G. L. Hilkin, Louis L. Jenkins, A. W. Mears, Harry M. Weaver and J. Muddock Dennis have been nominated for directors on the regular ticket of the Chamber of Commerce.

#### MICHIGAN.

Breckenridge, Mich.—M. W. Muscott is now mgr. of the Farmers Elvtr. Co.

Snover, Mich.—The Snover Grain Co. incorporated; capital stock \$10,000.

Bronson, Mich.—Wm. Monroe & Son are building an addition to their plant.

Decker sta. (Marlette p. o.), Mich.—Decker Grain & Lbr. Co. incorporated; capital stock \$20,000.

Wilmot, Mich.—Thos. Wilson of Marlette is reported to be contemplating the erection of an elvtr. here.

Detroit, Mich.—John L. Dexter & Co. have resigned from the Board of Trade and disposed of their stock.

Saginaw, Mich.—I have increased the bean handling capacity of my elvtr. and have established branches at Woodville and Standish, Mich.—D. L. Laur.

Springport, Mich.—The Frank E. Nowlin Co. of Albion has bot the elvtrs. of the Springport Elvtr. Co. at this point, Albion, Parma and Marengo.



Saginaw, Mich.—When owner D. Laur opened the door of the office of his elvtr. Jan. 10 he found two men trying to unlock the safe. They got away before he could summon help.

Chelsea, Mich.—The report that the elvtr. of the Chelsea Elvtr. Co. was damaged to the extent of \$3,000 is incorrect. The company writes: The fire was in a storehouse. Our elvtr. is the same as always.

Peck, Mich.—James Kerr of the Kerr Grain & Hay Co., Melvin, is reported to be contemplating the erection of an elvtr. here as soon as the railroad reaches the town. It is expected that the road will be completed in August.

Schoolcraft, Mich.—D. S. Case, who sold his interest in the elvtr. here and at Chamberlains last August, has bot the elvtrs. of Little Bros. at this station, Flowerfield and Moorepark, and has taken a partner. The elvtrs. will be operated under the firm name of Case & Harvey.—J. A. Barney, with H. E. Knappen.

Detroit, Mich.—Judge Tuttle in the United States District Court here recently decided in favor of the Traverse City Milling Co. in its suit against the Pere Marquette and Wabash Railroads to recover \$1,560 for delivery of a carload of beans without surrender of the order B/L. The railroads delivered the beans to a firm at Keokuk, Ia., on a substitute B/L furnished by Botsford & Barrett, brokers of this city, to whom the milling company had made the direct shipment, but who refused to pay the draft attached to the S/O B/L. Botsford & Barrett, as reported in the Grain Dealers Journal April 25, page 589, had victimized other shippers who foolishly consented to make B/L read "Consigned to order of Botsford & Barrett." It seems that the Traverse City Milling Co. followed the ordinary practice of making the B/L to its own order, and hence the loss due to the fraud, forgery or substitution by Botsford & Barrett will fall on the carrier.—F.

## MINNESOTA.

Aitkin, Minn.—The Tucker-McGregor Co. will build an elvtr. of 30 cars capacity.

Winona, Minn.—A farmers elvtr. company is being organized to build an elvtr.

Green Isle, Minn.—The Farmers Elvtr. Co. has been incorporated to operate an elvtr.

Pipestone, Minn.—Work on the new elvtr. of the New London Mlg. Co. is progressing nicely.

Afton, Minn.—Efforts are being made to organize a company to build an elvtr. at this point.

Appleton, Minn.—The W. J. Jennison Co. is installing a 350-h.p. boiler in a new cement house.

Battle Lake, Minn.—The elvtr. of the Hatch Implement & Grain Co. was recently damaged by fire.

Sumter, Minn.—The Pacific Elvtr. Co. will build an elvtr. here.—R. L. Rodeck, agt. Exchange Grain Co.

Carlisle, Minn.—Henry Sether, mgr. of the Farmers Elvtr. Co., reopened the elvtr. which was closed for the holidays.

Morris, Minn.—S. Stewart has decided not to move his mill and elvtr. as he had planned and will continue in business here.

Lamberton, Minn.—The report that H. H. Thiede had succeeded Thos. Masterson as mgr. of the Farmers Elvtr. Co. is incorrect. Mr. Masterson writes: I am still mgr. of the Farmers Elvtr. Co. here.

Waldorf, Minn.—Our new elvtr. is equipped with manlift, clipper, No. 9 Cleaner, Richardson Automatic Scale, Brown-Duvel Moisture Tester, and two wagon scales.—Thos. E. Meany, agt. Hunting Elvtr. Co.

Lake City, Minn.—I have purchased the elvtr. known as the "Boston" Elvtr. on the tracks of the C. M. & St. P. and will install a 5 or 6 h.p. motor and a barley and flax cleaner. I am also handling coal.—J. H. Isensee.

Ellendale, Minn.—The Farmers Elvtr. Co. were given the verdict in the suit brought against them by the Albert Lea Mlg. Co. of Albert Lea for an alleged shortage in the weight of a car of wheat shipped to the plaintiffs over 2 years ago.

Revere, Minn.—Mann & Welch of Brookings, S. D., have bot the elvtr. of the Revere Elvtr. Co. and I am mgr. The elvtr. will be repaired, painted, a cement floor laid and coal sheds built in the spring.—F. A. Grahman.

St. Paul, Minn.—The St. Paul Hay & Grain Board now has 30 members and meetings are held daily at noon in the board's rooms on Jackson St. Daily records of receipts and shipments are being kept and daily quotation published. The following officers are now in charge: Theodore Wolff, pres.; A. P. Dolenty, vice-pres.; R. T. Hart, sec'y-treas.; F. J. Brings, E. F. Stein, A. O. Dieson, C. C. Gray, C. C. Chambers and Paul Konopotski, directors.

Park Rapids, Minn.—L. H. Rice has retired from our company, buying the stock of merchandise we had on hand in the mill, and is now operating the mill on his own account under the name of the Park Rapids Flour & Feed Mill, L. H. Rice, prop. We are carrying on a retail lumber and fuel business and are operating the elvtrs. here and at Menahga, Sebeka and Dorset. We have added three 1,000-bu. bins to the elvtr. at Menahga.—Park Rapids Mill & Elvtr. Co.

Duluth, Minn.—The annual election of the Board of Trade was held Jan. 20 and the following officers were named: Pres., W. J. McCabe; vice-pres., W. C. Mitchell; directors, B. Stockman, D. A. Willard, H. J. Atwood; board of arbitration, G. G. Barnum, W. S. Moore, Wm. Grettum; board of appeals, Thomas Gibson, F. E. Lindahl, H. S. Newell; committee on inspection, J. F. McCarthy, A. M. Prime, Chas. F. Haley, J. T. Pugh, H. A. Starkey. The old officers were all re-elected except B. Stockman, director, who is a new officer.—Chas. F. Macdonald, sec'y.

Wykoff, Minn.—The elvtr. of the John Gund Brewing Co., containing 16,000 bus. of barley, burned, Jan. 8. The barley kept the fire, which started in the office of the elvtr., from spreading to other buildings. This company operated two elvtrs., the one that burned and the Farmers Elvtr., W. O. Wilson being buyer at both houses. The old Rau Elvtr. is being repaired by the company and will be ready to take in barley again as soon as repairs are completed. The burned elvtr. will probably not be rebuilt. O. M. Rowley reports that there are more elvtrs. at this station than there is grain to put in them.

## MINNEAPOLIS LETTER.

Beers Clark, mgr. of the St. Anthony Elvtr. Co., died recently at the age of 52. He was connected with the Washburn-Crosby Flour Co. for 30 years.

The following Chamber of Commerce memberships have been transferred: From J. A. Mattison to H. C. Olson, J. H. Riheldagger to W. O. Timmerman, George G. Riegger to J. P. Hennessey.

Representatives of the Equity Exchange appeared before the state railroad and warehouse com's'n Jan. 14 and protested against any change in the rule recently adopted by the com's'n preventing com's'n men from selling grain to themselves or to subsidiary concerns and collecting the com's'n.

The 550 memberships in the Minneapolis Chamber of Commerce and the Duluth Board of Trade are held taxable as personal property in a Minnesota Supreme Court decision, Jan. 23, which upheld assessments against the Duluth memberships. The court said the ruling applied to both organizations and that memberships are property bought and sold, used as collateral and are business assets. The decision means that Hennepin county is entitled to \$18,000 in taxes on the Chamber

memberships valued at \$3,500 each, collectible, however, only when a like suit now pending before the federal district court is similarly decided by Judge Charles A. Willard. Shortly after the Duluth Board sought to prevent St. Louis County from taxing its memberships as personal property, the Minneapolis Chamber sought to restrain Hennepin County from assessing its memberships as moneys and credits. The latter suit is pending in the Supreme Court.

M. Magnuson, mgr. of the elvtr. of the Northwestern Elvtr. Co. made formal complaint Jan. 6 to the state railroad and warehouse com's'n, alleging that the elvtr. of his company, together with that of the Albert Dickinson Co. and possibly others located on the "Midway" or "Transfer," were in danger of confiscation on account of the new Cashman tariff law. He claims that in applying the distance schedules the railroads have continued their old switching and drayage charges to business within a municipality. But the state rates affect all business between points in St. Paul and other points in Minneapolis, and vice versa. The result is that the St. Anthony Elvtr. on the Gt. Nor. tracks, 240 ft. over the Ramsey county line in Minneapolis, can transfer its grain to the mills for \$1.50 a car. The Northwestern and Dickinson Elvtrs. in St. Paul are being assessed 2.7c for 100 lbs., or \$16.20 on a medium car of 60,000 lbs., although the haul is less than half a mile longer. According to Mr. Magnuson the new order of things amounts to confiscation, and he is asking the state com's'n for relief. Because of the inflexible character of the law it is not believed anything can be done. A similar situation exists thruout the state wherever elvtrs. are situated just without a municipality and the mill where the grain is used is within its borders. Because the Cashman law makes no provision for switching charges as such, shippers and railroads alike are constantly fearing that it may be even necessary for the carriers to eliminate the present drayage and switching charges within a municipality and apply the new rates to all this business.

## MISSOURI.

Boonville, Mo.—We may remodel our elvtr. this spring.—Boonville Elvtr. Co.

Joplin, Mo.—We are enlarging our corn meal plant.—J. W. Boyd Grain & Com's'n Co.

Columbia, Mo.—Jowell Mayes has succeeded T. C. Wilson as sec'y of the State Board of Agriculture.

Hawk Point, Mo.—We have built a warehouse of 110 tons capacity.—W. F. Landwehr Grain & Elvtr. Co.

Cameron, Mo.—We have bot the business of W. A. Pears and expect to handle grain in car lots.—Kindig & Gage.

Webb City, Mo.—The Ball & Gunning Mlg. Co. will equip its elvtr. with a Hall Signaling Grain Distributor.

Brunswick, Mo.—J. W. Sharp & Son are now in possession of the elvtr. recently purchased by them from Cashman Bros.—Owen Grain & Mlg. Co.

Sweet Springs, Mo.—Herman Renken recently bot the interest of C. K. Smith in the Henly Grain Co. which has now been succeeded by the Renken-Henly Grain & Lbr. Co.

St. Joseph, Mo.—Altho there was no corn crop for shipment in this section, there was a big crop in the north, and much of this was handled for the southwest thru this city, and the new officers and directors of the Board of Trade recently elected, are planning again on the erection of a big terminal elvtr. at this point. The board is in better position now to build up a grain market here than before. The new directors are R. R. Clark, J. W. Dailey, T. P. Gordon, A. C. Muench, A. L. Feunquay and William Burke. The holdovers are J. L. Frederick, F. R. Warrick, A. J. Brunswig, and J. W. Craver. J. W. Craver



is pres. and A. J. Brunswig vice-pres. The board held a dinner at the Elks clubrooms Jan. 13. About 60 plates were laid. A. D. Aiken was the toastmaster, and among the speakers were Ewing Herbert, A. L. West, R. R. Clark, R. M. Bacheller, L. H. Stubbs, and W. S. McClucas.

New Franklin, Mo.—The Fayette Mill & Merc. Co. is in business at this point operating a 10,000-bu. warehouse. Sam L. Miller and L. S. Myers are out of business at this point.—Boonville Elvtr. Co., Boonville.

Sturgeon, Mo.—The report that Roy C. Parnes had sold his elvtr. to the Keith Feed & Grain Co. was incorrect. The company write: Roy C. Parnes sold his elvtr. to the Wm. Pollock Mill & Elvtr. Co. of Mexico, Mo., and we built a new house for ourselves.

#### KANSAS CITY LETTER.

A. J. Poor of the A. J. Poor Grain Co. has bot two lots on Main St., paying \$52,000.

Duncan-Brown Flour, Grain & Fuel Co. incorporated; capital stock \$30,000; incorporators, Geo. W. Duncan, S. P. Brown and Geo. N. Gleason.

Elick Lowitz of Chicago and J. J. Wolcott of this city have formed a partnership to conduct a grain com's'n business and will operate as Lowitz, Wolcott & Co.

John F. McElvain and Arthur G. Evans, who have been with the Moffatt Com's'n Co. for many years, have become members of the firm, following the retirement of Donald Moffatt from the firm.

Sec'y E. D. Bigelow, who is also trustee of the insurance fund of the Board of Trade, has issued a statement showing that the net cost of life insurance to the members of the exchange for the last 15 years has averaged \$6.17 per \$1,000.

The annual report of the Board of Trade shows a balance on hand Jan. 1, 1914, of \$5,096.13, compared with \$9,107.44 Jan. 1, 1913. Telegraphic market quotations cost the board more than anything else, amounting to \$11,952.32.

The Kansas City Grain Club held its monthly dinner Jan. 15 at the Kansas City Club. The meeting was also the annual meeting of the club and the following officers were named for 1914: Alfred Hertz, pres., succeeding Chas. T. Neal; Wm. Murphy, vice-pres.; H. T. Mulhall, sec'y-treas.

The Grain Clearing Co. held its annual election recently, the following officers being named: C. W. Lonsdale, re-elected pres.; F. G. Crowell, 1st vice-pres.; G. W. Hisen, 2d vice-pres.; O. B. Bragg, treas., and W. B. Lathrop re-elected sec'y. Geo. G. Lee is again mgr., having held the position for 10 years. The new directors are E. O. Bragg, F. G. Crowell and G. W. Hinsen, C. W. Lonsdale and W. B. Lathrop holding over.

The newly elected officers of the Board of Trade were inaugurated Jan. 13. E. D. Bigelow was re-elected sec'y for the 18th time at the meeting which followed and E. E. Fisher and Chas. H. Werner were re-appointed treas. and registrar. The following com'tes have been named by Pres. Ernst: On appeals, F. G. Crowell, J. E. Rahm, J. A. McLiney, A. C. Davis and John R. Tomlin; cash grain prices, C. E. Watkins, T. R. Smith and Geo. Aylsworth.

Representatives of the Board of Trade appeared before the state public service com's'n Jan. 7 and asked for an order requiring the railroads to put into effect the state rate on grain shipped to Kansas City from points within the state. They also complained about the reconsignment and switching charges exacted by the companies for taking grain cars arriving in Kansas City to the proper unloading track. Some of the railroads, it is alleged, have a plan of converting a consignment of grain billed to Kansas City into an interstate shipment by hauling it across the state line into Kansas City, Kan.

#### ST. LOUIS LETTER.

Robt. N. Walker and Miss Anna Ziegenhein will be married Jan. 28, spending the honeymoon at the Panama Canal.

Marshall Hall, newly elected pres. of the Merchants Exchange, was inaugurated Jan. 13, that day happening also to be his 39th birthday. He is one of the youngest presidents.

J. O. Walker of Jackson, Tenn., will represent the Bernet, Craft & Kauffman Mfg. Co. on the road in Mississippi and Alabama and Chas. A. Layman will travel Georgia for the same company.

R. J. House, pres. of R. J. House & Co. of Kansas City, who was recently expelled from membership in the Kansas City Board of Trade for uncommercial conduct, has also been expelled from membership in the Merchants Exchange on the same charge. He was found guilty of mixing sand in corn chops.

The annual report of the Merchants Exchange shows a cash balance for the year of \$44,416.48. The directors have decided to cut the membership fee from \$50 to \$40, as the funds on hand are more than enough to cover all expenses and assessments. The membership, Jan. 1, was 1,176, the exchange having redeemed the certificates of 22 deceased members during the year. Two members were expelled for infraction of rules and 13 memberships were forfeited for non-payment of dues. One member was placed on the honorary list, his certificate being surrendered and cancelled, making a total loss of 38 certificates for the year. The weighing dept. is now self supporting, having a credit balance of \$396. The publicity bureau and the traffic dept. are also less costly than formerly.

Frank P. McClellan of J. S. McClellan & Son was arrested Jan. 12, charged with embezzlement as bailee. The charge is brot by J. M. Buster of Grand View, Iowa, who alleges that he consigned 3 cars of hay and 1 of corn to McClellan, who sold them and failed to remit. McClellan claims that the consignment was bot by a third party and that he did not know that it had not been paid for. The amount involved is \$476.33. McClellan also alleges that when he discovered that the shipment had not been settled for, he immediately instructed his book-keeper to send check for the full amount, but thru a mistake a check for only \$405 was sent, the check being refused by Buster's attorneys. Mr. McClellan pleaded not guilty and was released on bond of \$800. When called for trial Jan. 17, the case was dismissed. The matter has caused Frank M. McClellan of F. M. McClelland & Co. considerable annoyance owing to the similarity of the names and the fact that both are members of the Merchants Exchange and in the grain com's'n business with offices in the same building.

Eugene Smith was re-elected sec'y and Percy Werner, treas. of the Merchants Exchange, at a meeting of the new directors, Jan. 13. The following standing com'tes have been named for 1914 by Pres. Hall: Membership, Charles L. Nie-meier, Harry E. Halliday, Ben S. Lang, Dept. of Weights, R. P. Annan, Jr., George C. Martin, Jr., W. J. Edwards, Chris Hille, Erich Picker, Aderton Samuel, Robert C. Valier, Herman A. Von Rump. Complaints, Cary H. Bacon, Wilbur B. Christian, Bert H. Lang, Albert J. Rogers, W. E. Stewart. Rules, Harry E. Halliday, James M. Gettys, Thos. K. Martin, Claude A. Morton, Thos. B. Teasdale. Contracts for Future Delivery, Ben S. Lang, M. J. Connor, Harry W. Daub, Nat. L. Moffitt, W. C. Seele. Special Committee of Appeals, Fred W. Seele, C. L. Carter, Ed. F. Catlin, Trave Elmore, Thos. H. Francis, Robert C. Valier, S. A. Whitehead. Grain, Chas. F. Beardsley, P. W. Harsh, Wm. T. Hill, Elbert Hodgkins, Samuel Plant, Gilbert Sears, John L. Wright, Barley, Fred C. Orthwein, F. W. Feuerbacher, Henry Grove, Wm. J. Lemp. Legislative, L. Ray Carter, Sam D. Capen, W. H. Danforth, Charles Espenschied, Joseph W. Steele.

#### MONTANA.

Big Sandy, Mont.—Farmers are organizing an elvtr. company to build an elvtr.

Clyde Park, Mont.—The farmers in this vicinity are organizing a company to build an elvtr.

Shelby, Mont.—The elvtr. of the St. Anthony & Dakota Elvtr. Co. has been closed for the season.

Yegan sta. (Billings p. o.), Mont.—Farmers are interested in the organization of an elvtr. company.

Vaughn, Mont.—The elvtr. of the Montana Central Elvtr. Co. has been closed for the season and I am now at Arrow Creek.—J. C. Hanson, agt.

Arrow Creek (via Stanford), Mont.—The Gallatin Valley Elvtr. Co. has built a 35,000-bu. elvtr. at this point.—J. C. Hanson, agt., Montana Elvtr. Co.

Orr, Mont.—The report that C. R. Schain was interested in the organization of an elvtr. company at this station is incorrect. He has no interests here.—M. T.

Buffalo, Mont.—The officers of the Farmers Elvtr. Co. are C. W. Stone, pres.; M. G. Wright, vice-pres.; J. D. Bowlin, treas.; G. B. McFerran, sec'y, and S. J. Dotson, mgr.

Canyon Creek, Mont.—The Canyon Creek Elvtr. & Mfg. Co. incorporated; capital stock \$20,000; incorporators C. G. Sander-son, Roy Stebbins, J. G. Epperson, U. W. Brannon and Richard Denton.

Dell, Mont.—C. R. Schain is reported to be promoting the organization of a farmers elvtr. company here to build a 50,000-bu. elvtr. equipped with all modern machinery. Clay Patterson is also interested.

Scobey, Mont.—We are building a 40,000-bu. elvtr. and the equipment will include a 15 h.p. engine, feed mill, cleaner, etc. Our officers are J. A. Davis, pres., J. H. Karr, supt-sec'y, and E. E. Erickson, mgr.—Scobey Grain Co.

Bynum, Mont.—The Farmers Elvtr. Co. has built a 30,000-bu. elvtr., equipped with 2 legs, cleaner, and 15 h.p. engine. The Younglove Constr. Co. had the contract. The house is on the new line of the Gt. N. R. and Levi D. Wait is mgr.

Arrow Creek (via Stanford), Mont.—I am in charge of the new 25,000-bu. elvtr. of the Montana Elvtr. Co. at this point and took in the first load of wheat today (Jan. 17).—J. G. Hanson, formerly agt. for the Montana Central Elvtr. Co. at Vaughn.

Wilsall, Mont.—C. K. Liquin, who was fined \$120 and costs in a suit brot against him by the state for having used the scales at the Liquin-Williams Elvtr. after they had been condemned and sealed by a deputy inspector, appealed the case with the result that it has been dismissed by the state. Mr. Liquin maintained that the law was not enforced in a manner which made it of real value. He made statements that the tests made by the inspector were of no practical value in testing a big wagon scale and his contention was supported by the best authorities of the United States. He also asserted that the scales were condemned for spite, after the inspector had once declared they were perfect in every way but condemned them after a controversy with Liquin in which Liquin told him that he (Liquin) knew more about scales than the inspector. Full particulars of the case were given in these columns Nov. 10.

#### NEBRASKA.

Riverdale, Neb.—Farmers are organizing an elvtr. company.

Tilden, Neb.—H. Marble is still mgr. for the Farmers Elvtr. Co.

Clay City, Neb.—A farmers elvtr. company is being organized.

Morse Bluff, Neb.—W. W. Wilson, mgr. for the Farmers Grain Co., has resigned.

Buda, Neb.—The farmers of this vicinity are organizing the Buda Grange Co. and will buy one of the local elvtrs. O. G. Smith of Kearney is interested in the movement.



Crawford, Neb.—Edw. Barnum has bot the elvtr. of the Crawford Grain & Fuel Co.

Walthill, Neb.—Wm. Wingett has succeeded Ray Johnson as mgr. for the Farmers Grain Co.

Friend, Neb.—The elvtr. of the Updike Grain Co. containing 6,000 bus. of wheat burned recently.

Thurston, Neb.—The Farmers Grain Co. has installed an Englehart Flexible Spout Holder and Loader.

Rosalie, Neb.—The Farmers Grain Co. has installed an Englehart Flexible Spout Holder and Loader.

Royal, Neb.—R. J. Hering has completed a 4,000-bu. elvtr. and will operate it in connection with his mill.

Tekamah, Neb.—The Farmers Grain & Live Stock Assn recently purchased a Hall Signaling Distributor.

Omaha, Neb.—C. A. Carey of the Taylor-Swanick Grain Co. has applied for membership in the Grain Exchange.

Manley, Neb.—The elvtr. of A. Keckler, containing a large amount of grain, burned Jan. 14; loss \$5,500; some insurance.

Surprise, Neb.—The roof of the elvtr. of the Nye-Schneider-Fowler Co. recently caught fire and was somewhat damaged.

Mt. Claire, Neb.—Farmers Elvtr. Co. incorporated; capital stock \$10,000; Richard Frey, R. B. Karsting, Scott A. Wiley, Wm. Frey and others, incorporators.

Bancroft, Neb.—Citizens are holding meetings to protest against the apparent discrimination in grain rates between this station and neighboring towns.

Omaha, Neb.—Miss Alice Westrand, daughter of Sec'y John F. Westrand of the Saunders-Westrand Co., was married Dec. 31 to Mr. A. Samuelson.

Garrison, Neb.—Farmers are organizing an elvtr. company to build an elvtr. to take the place of the elvtr. of the Schaaf Grain Co. which burned Dec. 13 and which has not been rebuilt.

Battle Creek, Neb.—L. B. Baker, who has been in the grain business at this point since 1879, has retired after 35 years of active service and will be succeeded by his two sons, operating as Baker Bros. & Co.

Bancroft, Neb.—A. E. Rodebaugh of the Rodebaugh Grain Co., which formerly had headquarters in this city, fell beneath the wheels of a moving train at Parker, S. D., Jan. 8, and was instantly killed, both legs being crushed.

Lexington, Neb.—The McCaull-Dinsmore Co., of Minneapolis, has recovered judgment against Hans P. Nielson for \$354.14 damages due to failure to deliver 2,500 bus. of wheat under contract at 76½ cents per bu. To close the contract plaintiff had to buy in 1,522 bus. at 98 cents. The deal was made in 1907 and has been five years in the courts.

## NEW YORK.

Buffalo, N. Y.—Sam'l E. Provoost, with H. D. Waters, is seriously ill at a local hospital.

Byron, N. Y.—The Byron Produce Co. is building a 15,000-bu. elvtr., containing 15 one thousand bu. bins.

Ossining, N. Y.—We have not made plans for the rebuilding of our plant burned Dec. 28, as yet.—Crow & William.

Buffalo, N. Y.—The Operative Millers of America will hold their annual convention in this city during the first week in June.

Buffalo, N. Y.—David Grant, who has been connected with the Globe Elvtr. Co. for the last 6 years, died Dec. 30 at the age of 45.

Geneva, N. Y.—A petition in bankruptcy has been asked by the creditors of the Geneva Malting Co., who alleged preferential payment and insolvency.

Buffalo, N. Y.—Wm. W. Alder, pres. of the Alder-Stofer Grain Co. until his retirement in 1910, died at Lafayette, Ind., New Year's Day of typhoid fever.

Albany, N. Y.—Grain men who act merely as brokers in arranging the sale of grain shipments and do not have the shipments consigned to them with physical control and possession over them are not required to take out a license or file a bond with the State Agricultural Dept., according to Attorney General Carmody in a recent decision explaining the requirements of the law passed last year in reference to the bonding and licensing of dealers in any kind of farm produce, including the grain men.

## NEW YORK LETTER.

The employees of the Produce Exchange held their annual banquet and theater party Jan. 10. A large attendance and a good time is reported.

The annual banquet of the oats trade of the New York Produce Exchange was held at the Waldorf Jan. 24. Many prominent grain men from all over the country attended.

Members of the Produce Exchange are preparing a petition asking that Buffalo be made a delivery point on grain contracts. They hold that Buffalo is a distributing point for grain to all north Atlantic ports for export or distribution thru the east, and they believe that such a delivery will be important if the Canadian government should decide favorably on free wheat.

## NEW ENGLAND.

Hollis Center, Me.—We have succeeded the Hollis Grain Co.—Cash Grain Co.

Marlborough, Mass.—Marlborough Grain Co. incorporated; capital stock \$10,000; incorporators, Fred W., H. W. and J. W. Estabrook.

Worcester, Mass.—W. H. Maynard, senior member of Maynard & Maynard, who have been in the grain and feed business here for 50 years, died suddenly Jan. 8.

Burlington, Vt.—J. W. Jones has bot the the interest of the Isham estate in the firm of Jones & Isham and will operate as J. W. Jones & Co. Mr. Jones has been in the business for 28 years.

Boston, Mass.—The following officers were named at the recent annual election of the Chamber of Commerce: J. Randolph Coolidge, Jr., pres.; Henry S. Denison, 1st vice-pres.; John M. Little, 2d vice-pres.; Dan. D. Morss, treas.; and Jas. A. McKibben, sec'y.

## NORTH DAKOTA.

Wolford, N. D.—D. Anderson is now mgr. of the National Elvtr. Co.

Melby, N. D.—The Farmers Equity Co. contemplates the erection of an elvtr. at this station.

Hamilton, N. D.—The elvtr. of the Duluth Elvtr. Co. here has been wrecked. It was built in 1882.

Bloom sta. (Jamestown p. o.), N. D.—Farmers are organizing a company to buy the elvtr. of the Star Elvtr Co.

Greene, N. D.—The Northland Elvtr. Co. will build an elvtr. here in the spring.—H. Hunkins, mgr. Mouse River Farmers Elvtr. Co.

Mott, N. D.—The elvtr. of the Columbia Elvtr. Co. has been closed for the season.—F. W. Haas, formerly agt., now at Hazen, N. D.

Alexander, N. D.—Alexander Grain Co. incorporated; capital stock \$10,000; incorporators, D. E. Fuller, C. W. Hurd, Robt. Norheim.

Hillsboro, N. D.—B. Arnegard has succeeded me as agt. for the St. Anthony & Dakota Elvtr. Co.—T. E. Larson, now deputy sheriff, Traill Co.

Burt, N. D.—We will close our elvtr. for the winter Feb. 1 and will not reopen till after seeding time.—J. C. Schleicher, agt. Burt Equity Exchange.

Bismarck, N. D.—The Commercial Club is negotiating with the Russell-Miller Mfg. Co. for its mill, believing that this point can be made a greater grain center.

Charboneau sta. (Alexander p. o.), N. D.—The recently incorporated Farmers Elvtr. Co. has let contract for an elvtr. to Honstain Bros. Work will be started at once.

Parkhurst sta. (Jamestown p. o.), N. D.—S. Floyd Northrup, mgr. of the elvtr. of the North Star Grain Co., was married Dec. 31 to Miss Mamie Nurse of Fergus Falls, Minn.

Kuroki, N. D.—The Kuroki Elvtr. Co. incorporated; capital stock \$10,000; incorporators, A. Helgerson, Westhope; James Ballantyne of this city and John Helgerson, Chaplin, Sask.

Devils Lake, N. D.—O. Serungard will succeed A. Mikkelsen as auditor of the Farmers Grain Co. Mr. Mikkelsen has been appointed acting sec'y of the Twin City Life Ins. Co.

Hazen, N. D.—S. H. Stewart is now mgr. for the Powers Elvtr. Co. and H. L. Dolge for the Knife River Lbr. & Grain Co., both companies having recently completed elvtrs. here.—F. W. Haas, agt. Occident Elvtr. Co.

Cartwright, N. D.—I have bot the new 30,000-bu elvtr. here and will take charge Feb. 1.—Chas. E. Elliott, formerly of Chaseley. The elvtr. bot was built by C. E. Bird & Co. for A. J. Stafne and has just been completed.

Neché, N. D.—The elvtr. of the Minneapolis & Northern Elvtr. Co. operated by the Winter-Truesdell-Ames Co. was closed in March, but is now operated by the Acme Grain Co., with E. R. Dennison as mgr. I am out of the grain business at present.—C. E. Briggs, formerly agt. for the Winter-Truesdell-Ames Co.

Elliott, N. D.—The report that the elvtr. of the Andrews Grain Co. at this station burned Dec. 20 is incorrect. Ed O. Andrus, mgr. of the company, writes: Our elvtr. at this station did not burn. We presume the report refers to our elvtr. at Englevale, as our house there burned. He also advises that the company may build coal sheds at this station and overhaul the elvtr.

Arthur, N. D.—Recent investigations have brot to light the fact that the release of Jos. E. Remington from the state penitentiary Nov. 22, 1912, by Warden Hellstrom was probably premature and not in accordance with the state law. Remington was sentenced to life imprisonment Dec. 22, 1891, for the murder of James Fleth, agt. of the Northwestern Elvtr. Co., who in paying for a load of grain stolen by Remington displayed a large roll of bills. Remington is said to have come back to the elvtr. in the evening and to have clubbed the agt. to death and robbed him of the money. Altho bitterly opposed, the sentence was reduced to 30 years with allowance for good behavior by the state board of pardons in December, 1911, but the attorney gen. later decided that no allowance could be made in the case, but the decision was not rendered until after the release. The warden has offered a reward of \$100 for the arrest and detention of Remington, who has disappeared, and \$500 if the courts finally decide to send him back to fill out his unexpired term. The feeling in the matter is very bitter and has caused considerable strife.

## OHIO.

Plankton, O.—Wm. B. Gregg is the new agt. for the Sneath Cunningham Co.—S.

Tiffin, O.—I have installed a new International Seed Cleaner.—Walter G. Trumpler.

Tiffin, O.—B. D. Knepper has been declared insolvent; liabilities, \$41,000, with no assets.

Toledo, O.—W. A. Boardman has succeeded his father, A. W. Boardman, as mgr. of the East Side Iron Elvtr.

Cleveland, O.—An Invincible Grain Cleaner and cracked corn machine is being installed in the Lake Shore elvtr.

Arlington, O.—John Schirmer has succeeded Davis & McClelland and J. A. Taylor is out of business at this point.—H. G.

South Solon, O.—L. C. Titus of South Charleston has bot the elvtr. of R. B. Gordin, but will not take possession until Sept. 1.



Sugar Ridge, O.—L. A. Trepanier will install a 500-bu. Fairbanks Morse Hopper Scale. The new elvtr. is now in operation.

Fremont, O.—We have made several additions to our elvtr. and have installed an extra cleaner and a feed grinder.—G. E. Sommers.

Van Wert, O.—Claude Fisher, formerly prop. of elvtrs. at this point and at Cavett, died Dec. 15 after a lingering illness. He was 45 years old.

Spencerville, O.—Laman Bros. will improve the elvtr. they recently acquired from us and will install new machinery.—Garman Grain Co., Delphos.

Stony Ridge, O.—Elliott & Beasley are installing new machinery and improving their elvtr.; installing also grinding machinery and a new attrition mill.

Akron, O.—Conrad Botzum, father of the 5 brothers who compose the firm of Botzum Bros., died Jan. 7 at the age of 77. His wife died Dec. 29 and he never rallied from the shock.

Belle Center, O.—P. J. Corwin, said to be in the grain business at this point, dropped dead while marching in the funeral procession of a brother Odd Fellow. He was 68 years old.

Cleveland, O.—Lorin S. Sheets of the Sheets Bros. Elvtr. Co. has resigned from active business after 33 years of service and will take a well earned rest in sunny California. Mr. Sheets is 56 years old.

Sabina, O.—The plant of the Sabina Flour Mill Co., including the mill, elvtr., warehouse and barn, burned Jan. 12; loss \$60,000. The elvtr. contained 5,000 bus. of wheat at the time of the fire.

Spencerville, O.—Robert Kolter, prop. of the Spencerville Flour Mills & Grain Elvtr. for the last 30 years, died recently at the age of 61. Mr. Kolter was stricken on the street and died before aid reached him.

Columbus, O.—The latest progress and processes of agriculture will be demonstrated and taught to the farmers of the state who attend the Ohio State University during "Farmer's Week" commencing Feb. 2.

New Carlisle, O.—M. V. Morgan of Indianapolis will take charge of the elvtr. recently purchased by V. M. Morgan & Son from S. A. Muff, A. L. Thompson, mgr., having resigned to take charge of a cattle ranch at Mexico, Mo.

Blakeslee, O.—The elvtr. of H. C. Dachsteiner will be thoroughly overhauled, a large leg, new pit, scales, carloader, dump, cleaner and new belting being installed. O. R. Bailey is mgr. of the company, which will handle seeds, feed and hay as well as grain.

Hagenbaugh (Cable p. o.), O.—I have bot the elvtr. formerly owned by the Citizens Natl. Bank of Urbana, and recently operated under lease by E. Young & Son. I will operate it in connection with my elvtr. at Cable. I expect to make many improvements in the spring.—O. M. Clark, Cable.

Sycamore, O.—Referee Crane has decided that the Home Savings Bank of Toledo has first claim, entering an order of sale on the property of the Sycamore Grain & Mlg. Co. A forged Bs/L covering a shipment of flour, on which money was obtained, will be one of the matters considered before the sale.

Portsmouth, O.—H. S. Grimes, the well-known member of the grain trade has been seriously ill with stomach trouble and heart complications. A specialist was called into consultation by Mr. Grimes' physician and he has informed the patient that he will have to ease up on his business activities and lead a little less strenuous life hereafter than he has been accustomed to follow. Mr. Grimes recently came home from French Lick Springs, Ind., feeling much improved, but suffered a relapse and has since been confined to his home. His many friends will be pleased to learn that his condition is improved. Mr. Grimes on Jan. 16 was re-elected pres. of the Ohio Grain Dealers Ins. Co. for the 13th consecutive time.

#### CINCINNATI LETTER.

Walter Crosby Miller, member of the Chamber of Commerce and the grain trade, is dead, after a brief illness.—S

Harry Niemeier, formerly with the Stafford Grain Co., is now with the Fitzgerald Bros. Co. His engagement to Miss E. Johnson, of Covington, Ky., has just been announced. He has been admitted to membership in the Chamber of Commerce.

The elvtrs. of Whitcomb & Root and Schroeder & Grote burned Jan. 5; loss \$20,000; fully covered by insurance. The fire started in the rear of the hay house and is thot to have been due to sparks from a passing engine. About 700 tons of hay and 600 bus. of oats were burned.

The "red" ticket of the Chamber of Commerce made a clean sweep at the annual election Jan. 14. A total of 1,322 votes were cast, it being the largest number in years. The following were elected: George Dieterle, pres.; James Orr, vice-pres.; William T. Johnston, treas.; Henry Brouse, sec'y; Ralph H. Coney, Edward A. Fitzgerald, H. J. Lewin, A. G. Norman, Armin H. Sanders, directors. Henry Brouse was a candidate of both tickets.

At a meeting of the members of the grain and hay trade, Jan. 13, a com'te was appointed to work in conjunction with Guy M. Freer, traffic mgr. of the Chamber of Commerce, to investigate the embargo placed on hay and grain by the Big 4 Ry. Co. No notification of the embargo was ever given the exchange and when it was lifted from all other commodities it was still left on hay and grain. On Jan. 22 the embargo was lifted; the railroad company notifying Mr. Freer to this effect.

The Cincinnati Grain & Hay exchange of the Chamber of Commerce held its monthly meeting at Schulers on January 13. It was the most enthusiastic meeting held in many months, which was due to the fact that the new board of directors was named by the nominating com'te. The following candidates have been placed in the field, and 7 are to be elected: W. R. McQuillan, H. E. Richter, W. G. Steuve, C. S. Macquire, Paul Van Leunen, W. H. Kraemer, Ralph Gray, F. R. Fleming, Dan B. Granger, C. S. Custer, B. H. Wess, C. E. Van Leunen, L. B. Daniel and John De Molet. The election will take place Feb. 10.—S

#### TOLEDO LETTER.

Chas. F. Franks is now a member of the Produce Exchange.

Fred Jaeger of J. F. Zahm & Co. celebrated his 47th birthday Jan. 5. Mr. Jaeger has a twin in the person of David Anderson of the National Mlg. Co., who is also a member of the Produce Exchange and was born on the same day in the same year.

Pres. Paddock of the Produce Exchange has appointed the following inspection com'tes for 1914: Wheat and rye, D. Anderson, E. L. Southworth, Fred Mayer, H. W. DeVore, C. S. Coup, F. C. King and G. D. Woodman; corn and oats, J. W. Young, H. W. Applegate, H. D. Raddatz, W. H. Haskell, W. E. Tompkins, O. H. Paddock and C. W. Mollett. E. H. Culver has been reappointed chief inspector and weigher and H. D. Elmnart deputy inspector and weigher.

#### OKLAHOMA.

Clyde, Okla.—The Clyde Elvtr. Co. has filed notice of its dissolution.

Union, Okla.—I am now mgr. of the Yukon Grain Co.—R. Pappe, Jr.

Clara, Okla.—An elvtr. company will be organized here to build an elvtr.

Woodward, Okla.—I am now operating the elvtr. formerly operated by the O. W. Cox Grain Co.—O. W. Cox.

Oklahoma City, Okla.—C. W. Blueler of Blackwell will engage in the brokerage business in this city, operating as the Millers Grain & Export Co. with offices in the American Natl. Bank Bldg. He will make a specialty of handling wheat for mills.

Oklahoma City, Okla.—Frank Foltz, formerly mgr. for the Blackwell Mlg. & Elvtr. Co. of Blackwell, has been elected sec'y of the Oklahoma Millers Ass'n, succeeding Frank Miller, who is now on the road for the Enid Mill & Elvtr. Co. of Enid.

Oklahoma City, Okla.—Business interests thruout the state are showing a growing interest with reference to assisting the farmers in the state in obtaining the best seed possible for spring seeding. Sec'y Prouty of the Oklahoma Grain Dealers Ass'n has asked for the names of dealers who have seed for sale. He has initiated a movement to obtain definite information regarding farm crop seed resources, and, by supplying those sections of the state without reliable seed with seed from more fortunate sections, farmers of the entire state will be reasonably sure of their crops.

#### OREGON.

Portland, Ore.—Suzuki & Co., importers of Japan, have established a branch office in this city and will handle wheat cargoes to the orient.

Rufus, Ore.—A site has been purchased and an elvtr. will be erected as soon as the canal, Celilo to The Dalles, is open.—C. C. Deyo, agt. Pacific Coast Elvtr. Co.

Portland, Ore.—The com'te on grain standards of the Chamber of Commerce have established the following test weights for standard samples for the season of 1913-14; Bluestem wheat, 58½ lbs.; red Walla wheat, 58; milling bluestem, 58; white Walla wheat, 58½; blue brewing barley, 46; white brewing barley, 47; feed barley, 42; white feed oats, 38; red Russian wheat, 57; red Fife, 59.

Astoria, Ore.—The new mill and elvtr. of the Astoria Mlg. Co. are nearing completion and it is thot that the plant will be put into operation about Mar. 1. The company plans to ship grain from eastern Oregon and other points in the Inland Empire, and as soon as the Panama Canal is completed the company will engage extensively in the shipping business. The grain will be shipped from the interior by both rail and water. As soon as the canal is opened the plant will be worked to capacity. The company plans to put on a vessel of its own for the coastwise trade, but will depend upon other vessels to carry the output of the mill and grain to other parts of the world. Chas. B. Stout, sec'y and active mgr., will look after the local interests here as soon as the plant is completed, but is at present connected with the Oregon Mill & Grain Co. at Baker.

#### PENNSYLVANIA.

Pittsburgh, Pa.—Franklin P. Booth has applied for membership in the Grain & Hay Exchange.

Hazleton, Pa.—The plant of John Kirschner was recently damaged by fire to the extent of \$4,000.

Pittsburgh, Pa.—General rules and schedule of rates, effective Jan. 12, have been published by the Iron City Grain Elvtr.

Harrisburg, Pa.—The new Public Service Com's'n, which was created by the sion over all public elvtrs. and other public Jan. 1. The com's'n will have full supervision over all public elvtrs. and other public service corporation plants in the state.

Harrisburg, Pa.—J. P. Jackson, state com's'ner of labor and industry, is calling attention to the clause in the state law, requiring all industrial concerns, including mill and elvtr. companies, to report any accident to their employees, which incapacitates them for work for two or more days. Full and detailed information as to the kind of an accident and the cause of it are also required.

#### PHILADELPHIA LETTER.

Wm. B. Stites was recently married to Miss Edna C. Megargee of Wyncote.

The Keystone Elvtr. & Warehousing Co. has been admitted to membership in the Commercial Exchange.



Jos. Hipple, with offices in the Mint Arcade, was arrested Jan. 6, charged with operating a bucket shop.

Philadelphia, Pa.—John Tracy and John C. Hayes have been admitted to membership in the Commercial Exchange.—C.

E. Eldridge Pennock, of the firm of Brooke & Pennock, recently announced that the firm name had been changed to Pennock & Company.—C.

The Hunter-Robinson-Wenz Mfg. Co. of St. Louis has opened a branch office in this city with Chas. A. Wenz in charge. Mr. Wenz has applied for membership in the Commercial Exchange.

Members of the Commercial Exchange, the Chamber of Commerce and the Board of Trade are now working together to secure an appropriation of sufficient money to dredge the Delaware River to a depth of 35 feet.—C.

E. C. Boileau, mgr. of the telegraph booth of the Hancock Grain Co. on the floor of the Commercial Exchange, was the recipient of a handsome bouquet of flowers from his many friends on the exchange, when he was elected select councilman of the city.

The completion of the main building of the new Penna. Ry. Co.'s Elvtr. at Girard Point, is announced, but it will be a month or two before all of the machinery is installed and active operation begun. The piers and yards are still incomplete and work has not been started on the long conveyor gallery that will extend to the end of the pier.

The receivers of the defunct firm of Wm. L. Bear & Co. have made an appraisal and are said to have reported that the assets of the company amount to less than \$3,000. As the liabilities have been placed at \$600,000, it looks dark for the creditors. Wm. L. Bear, head of the company, has been arrested on the charges of larceny and embezzlement and is held at \$10,000 bail.

The annual election of the Commercial Exchange will be held Jan. 27, the following nominations having been made at the annual caucus Jan. 17: For pres., Antonio Sans, Louis G. Graff, C. H. Bell, W. K. Woolman, H. J. Horan, Sam'l L. McKnight, Wm. M. Richardson and Sam'l Scattergood. James L. King was also nominated but withdrew. C. Herbert Bell and Jos. P. Beatty are the lone candidates for the offices of vice-pres. and treas., respectively. Twenty-four candidates have been named for directors and 6 are to be elected, so that a lively contest is expected.

## SOUTH DAKOTA.

Montrose, S. D.—The elvtr. of H. Berke, prop. of the Montrose Roller Mill, will be enlarged.

Loomis, S. D.—The Farmers Elvtr. Co. has been reorganized and will add coal to its grain business.

Mitchell, S. D.—The annual meeting of the Corn & Grain Growers Ass'n will be held in this city, Jan. 27.

White Rock, S. D.—Oscarson & Dahl will build a flat warehouse to handle grain until an elvtr. can be erected in the spring.

Yankton, S. D.—Since the elvtr. of the Atlas Elvtr. Co. burned Sept. 15, 1913, I have been out of the grain business.—B. F. Withee, former agt.

Madison, S. D.—W. Z. Sharp of Sioux Falls, S. D., has taken over the elvtr. of the C. E. Rippe estate and has opened it under the management of C. E. Carpenter.

## SOUTHEAST.

Mobile, Ala.—A moisture tester has been installed in the grain inspection dept. of the Chamber of Commerce by the Grain Dealers Ass'n.

Columbus, Ga.—The Empire Mills have given the Burrell Engineering & Construction Co. the contract for a 50,000-bu. concrete storage addition.

Columbus, Ga.—The City Mill Co. will build a 75,000-bu. square-bin concrete storage addition. Contract has been awarded to the Burrell Engineering & Construction Co.

Charleston, W. Va.—The Charleston Mfg. & Produce Co. has let contract to the Burrell Engineering & Constr. Co. for a 5-story, 42x100 ft. mill and a 100,000-bu. concrete elvtr. to cost \$80,000.

Newnan, Ga.—The Newnan Elvtr. & Feed Co. incorporated; capital stock \$10,000; incorporators, A. W. Powers, B. T. Thompson, T. B. McRitchie, M. Powell, H. C. Glover, B. S. Orr and L. B. Mann.

Atlanta, Ga.—The Atlanta Grain Dealers Ass'n held its annual meeting Jan. 14, and the following officers were elected: Jos. Gregg, Sr., pres.; J. J. Russell, 1st vice-pres.; A. Morgan, 2d vice-pres.; A. C. Wooley, sec'y-treas., and E. E. Smith, ass't sec'y.

Atlanta, Ga.—State Com's'ner of Agriculture J. D. Price has started a campaign to eliminate the evils of alleged short weighing of grain by northern and western shippers into this state. It is said that in weighing of bags of wheat shortages sometimes amount to one and two lbs., 100-lb. sacks of bran tip the scales at 85 or 90 lbs., and general short weighing is common.

Clarksburg, W. Va.—The elvtr. and wholesale produce warehouse of S. C. Watkins burned at 8 a. m., Jan. 12; loss, \$125,000; insurance, \$40,000. The fire was discovered in the hay dept. in the rear of the 2nd floor of the warehouse and spread rapidly to all parts of the two buildings. The books and papers of the company were carried out by the employees who had just started to work and all the horses and wagons in the stables in the basement were rescued. The elvtr. contained thousands of bus. of grain. Two loaded B. & O. freight cars were also destroyed. The elvtr. will be rebuilt at once, but the plans have not been decided upon.

Atlanta, Ga.—Our warehouse, burned Dec. 28, was a large one story structure which held some 60 cars of hay and was used for the storage of sacked grain, sacked feed and hay. The building was leased by us from the Sou. Ry. Co., having formerly been a cotton compress. The railway company has not advised us as to whether it intends to rebuild or not. There are no elvtrs. at Atlanta as all the trade is in sacked grain. W. L. & M. L. Fain and W. S. Duncan Co., however, have elvtrs. for unloading bulk cars to be sacked and they sack the grain as fast as they unload it by automatic scale.—Joseph Gregg & Son.

## TENNESSEE.

Chattanooga, Tenn.—The Myon Supply Co. has opened an office and will do a brokerage business in hay.—Erle B. Besley.

Nashville, Tenn.—Emmett Smith was recently arrested in Clarksville and has been brot back to this city. He is alleged to have stolen a number of bags from the C. D. Jones Co.

Rogana sta. (Bethpage p. o.), Tenn.—The plant of the Greenwood Mill & Elvtr. Co. burned at midnight, Jan. 3. The whole building was ablaze when the fire was discovered and nothing could be done to save it; loss \$15,000; partially covered by insurance. The plant was built by former Mayor Head of Nashville, but at the time of the fire belonged to W. R. Leathers of that city. It will be rebuilt at once.

## MEMPHIS LETTER.

C. L. Montgomery has bot the Merchants Exchange membership of Rainer, Connell & McFadden, who have decided to retire from the grain business.

An amendment to the rules on kiln-dried corn was discussed at a meeting of the grain dealers of the Merchants Exchange, Jan. 20. The proposed amendment allows No. 2 kiln-dried corn containing 15% or

less of moisture to be tendered on the same contract as natural No. 2; also that No. 3 kiln-dried can be delivered on contracts for natural No. 3, provided the moisture does not exceed 17%.

The annual meeting and election of the Merchants Exchange was held Jan. 14, a large vote being polled. The sec'y's annual report shows that the exchange is in good financial condition with a surplus in the treasury. The by-laws of the organization were amended to allow a change of the date of the election from the 2d Wednesday in January to the 2d Saturday in the month. The polls will also be open until 6 p. m., to allow out of town members time to cast their votes personally. The usual luncheon was served by the exchange. The following officers had been elected: Sim F. Clarke, pres.; Robert R. Ruffin, vice-pres.; Jos. Wade, S. Tate Pease, Chas. G. Robinson, Thos. O. Vinton, John D. Canale, E. E. Clarke, L. M. Stratton and H. J. Schoettlekotte, directors. The only "bullfrogs" elected were Schoettlekotte and Robinson, who tied with Jack Jones on his own ticket for the place. On the toss of a coin Robinson will serve the first 6 months and Jones the last 6. The balance of the ticket was a clear-up for the "bearcats." The grain trade is well represented, Pres. Clarke, Jos. Wade, S. Tate Pease and C. G. Robinson being in the grain business.

## TEXAS.

Canadian, Tex.—Smith & Wagoner have succeeded us, having bot our plant.—Johnson Merc. Co.

Venus, Tex.—The McCarley Grain Co. is the only grain firm here since J. A. Wallis left the vicinity.

Clarendon, Tex.—The Bennett-Sims Mill & Elvtr. Co. has been incorporated as the Clarendon Grain Co.

Claude, Tex.—Sneed & Hunter are a new grain firm here and the only elvtr. is run by A. V. Nelson.—Weeks & Bagwell.

Van Alstyne, Tex.—A large warehouse of the Grayson Mill & Grain Co. burned at 10 p. m., Jan. 6; loss \$3,000; insurance \$1,800.

Hoaken, Tex.—The advisability of building an elvtr. was discussed at the recent meeting of the Union Merc. Co., and a house will probably be erected this summer.

Crowell, Tex.—Our elvtr. did not burn, as has been reported, but we had an accident to the engine which caused quite a delay and considerable expense.—Bell Grain Co.

Newark, Tex.—The elvtr. of the Rhome Mfg. Co. burned at midnight, Jan. 4. A train of freight cars belonging to the Rock Island R. R. Co. standing on a siding, were also burned. The fire is thot to have been of incendiary origin.

Amarillo, Tex.—The Star Mill & Elvtr. Co. will build elvtrs. at the following points this spring: Hoover, Kings Mill (Pampa p. o.), White Deer and St. Francis, Tex., on the Sou. Kan. Ry. and 3 on the line of the C. R. I. & G. at stations to be decided later.

Prosper, Tex.—The elvtr. of Baker Bros. containing 1,400 bus. of grain, burned at 1 a. m., Jan. 7; loss \$4,500; insurance \$1,500. All of the machinery, engine, scales and office equipment, as well as the grain were burned. Four large steel tanks of the company that were full of grain did not burn.

Fort Worth, Tex.—The J. Rosenbaum Grain Co. has been granted a new trial in its suit against J. H. Higgins to recover an overdraft of \$501.82 on 6 cars of wheat shipped from Oklahoma. The lower court had erroneously authorized the jury to determine the meaning of the contract, which being entirely written it was the duty of the judge to determine. Defendant had obtained a verdict in his favor on a counterclaim alleging that the weights were fraudulent and that there was no agreement that destination weights were to govern.



Dallas, Tex.—The Standard-Tilton Mfg Co.'s new fireproof concrete mill and elvtr. is nearing completion. The mill will have a capacity of 2,000 bbls., and the elvtr. with 14 tanks in connection will have a capacity of 350,000 bus. The tanks are 85 ft. high and 19 ft. in diameter and fully equipped with steel elevating machinery. When completed the entire plant will be one of the most up-to-date in this section. The Finton Const. Co. has the contract.

Galveston, Tex.—Half an hour before the time set for the hearing of the differences between the grain interests of the port of Galveston and Galveston bay lines, which were to be thrashed out before the Interstate Commerce Commission Jan. 15, the matter was adjusted and the terms of agreements reached. The carriers proposed to dispose of the question of absorbing the loading and unloading charges on import grain, etc., and shipments originating or destined to Houston territory by publishing a tariff to apply from the ship-side to points in Texas and filing the same with the Interstate Commerce Commission, the tariff to show the rate from the shipside to all points in Texas and to include the loading and unloading charges at the Texas ports. The ports mentioned were Galveston, Velasco, Texas City and Bolivar. Import grain to Texas ports under the new tariff law has been playing quite a little part in the business of the port and the grain interests want the rate on this business to be such that will, if possible, be an incentive for the growth of the business. Special Examiner Settle announced that he was not aware of what action the com's'n would take in the matter, but since there appeared to be an amicable adjustment of the differences, the case would be closed, pending the filing of the necessary agreements with the com's'n.

## WASHINGTON.

Hartline, Wash.—The elvtr. of the Hartline Mill & Elvtr. Co. was closed for a few days, new motors being installed.

Chehalis, Wash.—Work has been started on the new house of the Chehalis Produce Co. to replace the one burned Oct. 14, 1913.

Walker, Wash.—A movement is on foot to handle grain in bulk instead of in sacks. —R. E. Knott, agt. Pacific Coast Elvtr. Co.

Ayer sta. (Perry p. o.), Wash.—We will move our warehouse at this station to Ayer Jct.—R. E. Knott, agt. Pacific Coast Elvtr. Co.

Seattle, Wash.—The Seattle Merchants Exchange gave its annual luncheon and held open house in the exchange rooms Jan. 3. Pres. F. G. Pattullo was the presiding officer. Many grain men were present and made short addresses.

Olympia, Wash.—Efforts are being made to have the office of the state grain inspection dept. under the jurisdiction of the dept. of agriculture instead of under the public service com's'n as at present. The matter will be carried to the legislature.

Spokane, Wash.—The decision of the lower courts in the case of the Northwestern Grain Co. against the Kerr-Gifford Warehouse Co., involving \$475 worth of grain which was not delivered according to contract, has been affirmed by the Supreme court, the defendants securing judgment for the amount.

Davenport, Wash.—W. O. Mansfield, mgr. of the Davenport Grain Co., in speaking of the relative merits of Bluestem and Turkey red wheat, says: "The best argument I think favoring bluestem is the fact that at present 'Big Bend bluestem' is quoted on the Coast markets at 9½ cents above all other varieties, with a stiff demand, notwithstanding the reports emanating from the Coast that some other variety must shortly be sent there. The Big Bend country, which makes bluestem fully 90 per cent of its crop, has for many years held to this variety, with the result of a wheat second to none in the world. To introduce many varieties would only place the country in the hopeless condi-

tion of some other wheat growing belts now producing inferior grades of grain. Bluestem wheat makes the ideal flour." Mr. Mansfield has been in the grain business for 22 years and has handled millions of bus. of wheat.

Pullman, Wash.—The annual convention of the Grain Growers, Shippers & Millers Ass'n was held in this city Jan. 6 to 8, about 200 delegates being present. Among the interesting papers read was that of Louis Delivuk of Quincy, Wash., who spoke on "Handling of Grain." He is an advocate of the bulk system, and ridicules the proposition of handling wheat in sacks. He gave facts and figures to show the cost advantage in favor of the bulk system. In 1910, he said, the farmers of the State of Washington received 19c per bu. less for their wheat than the average for all the farmers of the United States, and in 1911 the average was 15c per bu. greater than the amount received by Washington farmers. He also called attention to the fact that 16 grain elvtrs. had been built during the year by the farmers unions of the state. Prof. C. C. Thom, soil physicist of the state agricultural experiment station, discussed the question of wheat growing in the dry belt and said that the failure of the farmers in those sections to practice intensified farming depleted the soil fertility. Prof. Geo. Severance spoke on some of the interesting crop experiments tried at the station. A general discussion on better seed was led by Professor E. G. Schafer and E. G. Gains. Professor W. H. Olin of the University of Idaho experiment station moved that the chair be authorized to appoint a com'te to investigate the possibilities of the standardization of spring and fall wheat types of the Inland Empire, the committee to consist of representatives of the grange, farmers' union, grain dealers, millers and the experiment stations of Washington, Idaho and Oregon. R. D. Jarboe of Olympia, chief grain inspector, addressed the farmers and millers on the workings of the state grain inspection department, explaining in detail its functions. Professor W. H. Olin of Boise, Idaho, talked upon the standardization of grain upon the farm. Railroad interests were accorded recognition on the executive com'te for the first time in the history of the ass'n, W. J. Jordan, traveling freight agt. for the Spokane-Lewiston branch of the Nor. Pac., being elected to office on that com'te. Other officers elected were Sam Glasgow, Spokane, pres.; Senator D. A. Scott of Ritzville, vice-pres. Prof. George Severance, Pullman, succeeds George A. Olson as sec'y, and H. S. McClure, Garfield, was re-elected treasurer. The members of the executive com'te are: J. M. Reid, Pullman; L. C. Crow, Pullman; R. T. Lord, Spokane; W. J. Jordan, Lewiston, and W. B. Schafer, Waitsburg. A feature of the convention was the display of wheat, barley, oats, corn, peas and beans which were grown at the state experiment station here and the sub-station at Ritzville.

## WISCONSIN.

Baraboo, Wis.—A farmers elvtr. company has been organized.

Manitowoc, Wis.—The Manitowoc Malt-ing Co. has increased its capital stock from \$500,000 to \$750,000.

## MILWAUKEE LETTER.

Fred G. Bell and C. A. Malmquist have been admitted to membership in the Chamber of Commerce.

The rate of interest on advances for January was fixed at 6% by the directors of the Chamber of Commerce.

The directors of the Chamber of Commerce have recommended the re-establishment of a call board on wheat, corn, barley, oats and rye. The call board has been discontinued for some time.

The expenses connected with the establishment of a pension fund for disabled employees of the Chamber of Commerce will be investigated by Sec'y H. A. Plumb, at the request of the directors of the exchange.

The Interstate Commerce Com's'n has notified Traffic Mgr. Geo. A. Schroeder of the Chamber of Commerce that it has vacated its order of suspension, relating to proposed advanced rates on malt from Milwaukee to points in the C. F. A. territory, and that it permits such rates to become effective Jan. 8. The advances range from ½c to 1 8/10c per 100 lbs.

Morrow S. Lowry, a member of the Chamber of Commerce for 21 years, died Jan. 3 after a lingering illness. He joined the exchange in 1893 and conducted a grain commission business with offices in this city and Chicago. For the last few years he has been in California, on account of his health, returning from there a few months ago. He was 43 years old.

## WEIGHT DISCREPANCIES IN Grain Cargoes.

The annual report of Junius S. Smith, Lake Weighmaster for the Buffalo Corn Exchange, contains some interesting figures showing the variations in loading and unloading weights on grain received from lake vessels at Buffalo during 1913.

Buffalo received during the season 122,550,564 bus. of grain as shown by the lake Bs/L. These shipments showed a shortage of 62,99 bus. and an overage of 46,791 bus., or a total variation of weight of 109,790 bus. This amounts to .89 bu. per 1,000 bus. received.

Receipts from the different ports, with the total shortage and overage, total of both, and the variation per 1,000 bus., are as follows:

Origin	Total Rec.	Short	Over	Total Var't'n	bus. per 1,000
Chicago ....	23,577,805	14,235	4,297	18,532	.79
Milwaukee ..	1,787,341	620	221	841	.47
Duluth & Sup.	51,619,450	19,759	6,298	26,057	.50
Gladstone ..	751,541	368	53	421	.56
Manitowoc ..	325,500	96	109	205	.63
Green Bay...	949,321	1,038	36	1,074	1.13
Ft. William & Pt. Arthur	43,539,606	26,883	35,777	62,660	1.44
Totals ....	122,550,564	62,999	46,791	109,790	.89

All Buffalo elevators, with but one exception, take grain from the elevator leg directly into a receiver which has no outlet other than thru the weighing hopper. In this way all losses are avoided. At the ports of loading, the grain moves thru closed hoppers with slide gates and thru spouts and shipping bins; thus giving an opportunity for losses and variations in weights to occur. The loss or absorption of moisture while in transit also causes the weights to vary.

Total receipts of grain and flaxseed by lake during 1913 were 192,260,000 bus., arriving in 998 vessels. Of this amount 67,000,000 bus., or nearly 35%, came from Fort William and Port Arthur; and in addition large amounts of Canadian grain came in bond thru Duluth and Superior.

An excellent showing was made by the weights out of Great Northern Elevator S, at West Superior, Wis., its net shortage being only 2 lbs. per 1,000 bus. on 13,845,200 bushels shipped.

THE ARGENTINE Congress placed semolina on the free list, effective Dec. 27, removing the duty of .02 peso per kilo formerly in effect, and permitting Argentine wheat to enter this country free of duty.

ONLY about 20% of our corn crop ever moves from the farm; and the Argentine surplus is sufficiently large to menace the domestic markets as it figures 40% of our total movement from farms. Since Nov. 1 through this cause we have lost a market for fully 15,000,000 bushels of our corn.—Finley Barrell & Co.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission the carriers have made the following changes in rates:

**M. St. P. & S. S. M.** in Sup. 4 to 14677 quotes rates on corn and oats from Wis. points to stations in O. and Mich., effective Feb. 1.

**Mich. Cent.** quotes a rate of 14½c on grain and grain products from Buffalo, N. Y., to Elgin and Aurora, Ill., effective Feb. 1.

**C. & A.** in Sup. 14 to 1609-B quotes rates on grain and seeds from its Missouri stations to Chicago, Peoria and East St. Louis, Ill., effective Feb. 9.

**C. C. C. & St. L.** in Sup. 20 to 1361C quotes rates on grain and grain products from Cin. Nor. and its stations to points in C. F. A. territory, effective Feb. 1.

**C. R. I. & P.** in Sup. 20 to 28675A quotes rates on wheat and corn from Omaha, South Omaha, Neb., and Council Bluffs, Ia., to stations in Okla., effective Feb. 2.

**C. M. & St. P.** in Sup. 4 to 7062A quotes rates on corn, oats and feed between its stations in Minn., Ia., and N. D.; and stations in S. D. and Minn., interstate, effective Feb. 1.

**C. & E. I.** in Sup. 4 to 622B quotes rates on grain, grain products, corn, broomcorn and seeds from its stations to Canadian, west, east, south and C. F. A. points, effective Feb. 8.

**M. & St. L.** in 1659A quotes a proportional rate on wheat from Minneapolis and St. Paul, Minn., to Ill. Cent., C. & A., C. P. & St. L. and C. C. C. & St. L. stations in Ill., effective Feb. 1.

**C. C. C. & St. L.** in Sup. 12 to 832Q quotes rates on grain, grain and by-products from its stations and connections to Canadian, eastern and eastern interior points, effective Feb. 1.

**K. C. S.** quotes a rate of 23½c on wheat, corn, rye, oats, barley and grain screenings from Port Arthur, Tex., to Milwaukee, Wis., Cedar Rapids, Ia., Chicago, Ill., Minneapolis and St. Paul, Minn., effective Feb. 6.

**Mich. Cent.** in Sup. 5 to 9073A quotes rates on grain and grain products from Michigan stations to Chicago, Kankakee, Ill., Cincinnati, O., Jeffersonville, New Albany, Ind., and Louisville, Ky., effective Feb. 10.

**M. & St. L.** in 1594E quotes a proportional rate on grain and flaxseed from Minneapolis and St. Paul, Minn.; also a rate on rye from its stations, to points in Ill., Ind., O., N. Y. and Ky., effective Feb. 1.

**Santa Fe** in Sup. 8 to 5655T quotes export grain rates from certain Kansas stations and from Nirine, Edgar, Flint Siding and Warmcastle, Okla., to Galveston, Pt. Bolivar and Texas City, Tex., effective Feb. 20.

**C. M. & St. P.** in Sup. 20 to 9200A quotes rates on millet and flax seed between Kansas City, St. Joseph, Independence, Mo., Atchison and Leavenworth, Kan.; and stations in Ia., Minn., Mo., N. D. and S. D., effective Feb. 1.

**C. & N. W.** in Sup. 11 to 11100A quotes rates on grain and alfalfa feed between Rapid City, Black Hawk, Piedmont, Tilford, Sturgis, Whitewood, St. Onge, Belle Fourche, Fruitdale, Nisland, Newell, Deadwood, Blacktail, Lead, Central City, Portland, Crown Hill, and Terry, S. D., and its stations in Wyoming and Nebraska, effective Feb. 16.

**C. & A.** in Sup. 5 to 1581C quotes rates on grain and grain products from Alton, Federal, Wood River, Hartford, Grassy Lake, Wanda, Cotters, Edwardsville, and LeClaire, Ill., on the Illinois Terminal R. R., to Eastern basing points; also rates on grain, grain products and by-products from C. & A. stations to same destinations, effective Feb. 12.

**C. & A.** in Sup. 4 to 1581C quotes export rates on grain and grain products from East Louisiana, Ill., Louisiana and Hannibal, Mo., to Baltimore, Md., Boston, Mass., New York, N. Y., and Philadelphia, Pa., effective Jan. 8.

**C. & E. I.** in 622B quotes rates on grain, grain products and seeds from its stations to C. F. A., eastern and southern points; originally to become effective Mar. 15, 1913; authorized by the I. C. C. to become effective Jan. 8.

**C. M. & St. P.** in Sup. 6 to 1545E quotes rates on grain and grain products from Duluth, Minneapolis, St. Paul, Minn., and La Crosse, Wis., to Chicago, Peoria, Ill., St. Louis, Mo., and Milwaukee and Racine, Wis., effective Feb. 4.

**Grand Trunk** in Sup. 17 to 333 quotes rates on grain and grain products from its stations and connections, also reshipping rates from Milwaukee, Wis., and Chicago, Ill., to Canadian, New England, and eastern stations, effective Jan. 24.

**C. & N. W.** quotes a rate of 14.75c on wheat and 13.75c on corn, oats, rye and barley, between Minneapolis and St. Paul, Minn., and Blencoe, California Jctn., River Sioux, Mondamin, Modale, Sloan, Onawa, Whiting and Salix, Ia., effective Jan. 1.

**Ill. Cent.** in Sup. 2 to 3455L quotes rates on grain and grain products when cleaned, graded, milled, clipped, inspected, mixed, sacked, shelled, stored or weighed at Cairo and Mound City, Ill., and reshipped to its stations and connections, effective Feb. 2.

**C. C. C. & St. L.** quotes the following rates on grain and grain products from Cleveland, O.: 11½c to Aurora, Elgin, Ill., White Fish Bay and Siding No. 6, Wis.; 5½c to Burton City, O.; 6c to Wooster, West Loudonville and Custaloga, O., effective Feb. 1.

**Mich. Cent.** in Sup. 11 to 8248 quotes rates on grain and grain products from its stations and connections, to New York, Albany, Rochester, Syracuse, Utica, N. Y., Baltimore, Md., Boston, Mass., Philadelphia, Pa., and stations taking same rates, effective Feb. 1.

**Ill. Cent.** in Sup. 3 to 9D quotes rates on wheat, corn, oats, rye and barley from its stations in Ill. and Ind., Dubuque, Ia., and Paducah, Ky., also from Chicago and stations on Ill. Mid. Ry., to Chicago when reshipped via lake lines to northern and Canadian points, effective Feb. 7.

**E. J. & E.** quotes a rate of 6c on grain from Stockdale, Ottawa, Seneca and Marseilles, Ill.; 7c from Utica, Spring Valley, Peru, Princeton, La Salle, Ladd, Howe, De Pue and Bureau, Ill.; and 5½c from Morris, Ill., to Joliet, South Chicago, Waukegan, Ill., and Hammond, Ind., effective Feb. 7.

**C. M. & St. P.** in Sup. 31 to 6952B quotes rates on grain, grain products, millet and flaxseed between its stations and connections; and Chicago, Ill., Milwaukee, Wis., Duluth, St. Paul, Minn., Kansas City, Mo., Council Bluffs, Ia., Omaha, Neb., and stations taking same rates, effective Feb. 1.

**C. & A.** in Sup. 5 to 1596B quotes rates on grain and screenings from its stations to Memphis, Tenn.; also an export rate of 13½c on wheat, barley, corn, oats, rye and screenings from Chicago, Peoria, and Pekin, Ill., to Mobile, Ala., New Orleans, Port Chalmette, and Westwego, La.; effective Feb. 11.

**C. & A.** in Sup. 5 to 1604B quotes rates on grain from Wenona, Rutland, and Odell, Ill., to Chicago, Joliet, Peoria, Pekin, East St. Louis, Ill., St. Louis, Mo., Toledo, O., and Detroit, Mich.; also a rate of 7c on grain from Springfield, Ill., to Rutland and Wenona, Ill., and a rate of 3c on oat products from Lockport, Ill., to Joliet, Ill., effective Jan. 8.

**C. R. I. & P.** in Sup. 84 to 10389C quotes rates on grain, grain products, millet and flaxseed between its stations in Ill., Ia., Neb., Mo., Minn. and S. D., and St. Louis, Hannibal, Mo., Alton and Quincy, Ill., and stations taking same rates; also rates on grain and grain products from its stations in Ia., Minn. and S. D., to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., destined for Carolina and Southeast territories, effective Feb. 1.

## Sample Envelopes

Non-Sifting

Designed especially for mailing samples of grain and seed. Specimens Free.

TULLAR ENVELOPE CO.  
67 Larned St. Detroit, Mich.

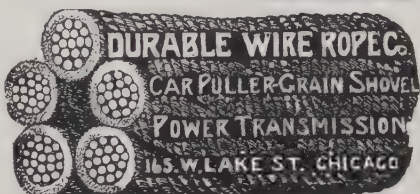
## Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER

124 Perley St., SOUTH BEND, IND.



## Transit Leaks

are unknown to the grain shippers who use

## Kennedy Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

## The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof.

CHEAP—MODERN—PROFITABLE

Write now for particulars

## The Kennedy Car Liner & Bag Co.

SHELBYVILLE, INDIANA, U. S. A.

## Grain Dealers Everywhere Are Using

## The Automatic Dump Controller



Entirely under the driveway floor and takes up no room.

Easily attached to a rail, platform or dump scale.

Has control of the dump from the time that the trigger is pulled and causes it to settle down easily and without the least jerk or jar.

Shipped on 30 or 60 days' trial

Also build

## Grain Elevators

Write for plans and estimates.

## L. J. McMILLIN

Board of Trade Building  
INDIANAPOLIS, IND.



## Supreme Court Decisions

**Replevin against Carrier by Purchaser.**—A purchaser of goods shipped subject to the consignor's order, with draft and B/L attached, before honoring the draft, has no right to maintain replevin against the carrier to obtain possession of the goods.—*Burgess v. St. Louis & S. F. R. Co.* Springfield Court of Appeals, Missouri. 161 S. W. 858.

**Crop Lien.**—The statutory lien for rent given a landlord on crops grown on agricultural lands, by section 3806, Rev. Laws 1910, is superior to a mortgage lien given by a tenant to a third party on such crops, and may be enforced by attachment without regard to such mortgage.—*Crump v. Sadler.* Supreme Court of Oklahoma. 136 Pacific 1102.

**Delay by Carrier.**—In the absence of a special contract or special circumstances to take the case out of the general rule, a carrier is not bound to use extraordinary means to forward even perishable freight, as the shipper must be presumed to have contemplated carriage by regular trains on their usual schedules.—*Johnson v. New York, N. H. & H. R. Co.* Supreme Judicial Court of Maine. 88 Atl. 988.

**Damages for Carrier's Delay.**—Where a carrier negligently delayed a shipment of goods, its only liability is for damages caused by the deterioration in the value of the goods themselves during the delay, unless it be shown that the carrier, at the time of the shipment, was notified of the peculiar facts and circumstances surrounding the shipment so that it could contemplate special damages flowing out of its delay.—*Southern Ry. Co. v. Langley.* Supreme Court of Alabama. 63 South. 545.

**Principal and Agent.**—A person employed by a corporation to buy rice for it could not act for it in the sale of rice owned by him. A person employed by a corporation to buy rice, and who did purchase a crop of rice for it, could not resell it to the corporation at a profit unless it clearly appeared that it repudiated his purchase thereof and affirmatively consented to treat it as a purchase by him personally.—*Loewer v. Lonoke Rice Milling Co.* Supreme Court of Arkansas. 161 S. W. 1042.

**Restraint of Trade.**—While the sale of a business and the surrender of the good will pertaining thereto and an agreement thereunder, within reasonable limitations as to time and territory, not to enter into competition with the purchaser, when made as part of the sale of the business, and not as a device to control or monopolize interstate commerce, is not within federal Anti-Trust Act July 2, 1890, c. 647, 26 Stat. 209 (U. S. Comp. St. 1901, p. 3200), the imposition of a restraint greater than necessary to afford fair protection to the legitimate interests of the purchaser constitutes an unreasonable restraint within the act.—*United States v. Great Lakes Towing Co.* U. S. District Court, Ohio. 208 Fed. 733.

**Confirmation Evidence of Acceptance.**—Plaintiff was employed by the manager of defendants' St. Louis office to sell defendants' feedstuff on commission. Defendants closed such office, and all papers, correspondence, etc., in connection therewith, were turned over to it by the former manager. On sales being made, he was in the habit of confirming the same—sending a copy to defendants and one to plaintiff. Held, that such confirmations were, in effect, acceptances of the contracts as made and of the proposed purchasers, and that the ex-manager was properly permitted to testify that he sent letters of confirmation of sales to the purchaser on receipt of telegrams from plaintiff that he had made sales to them.—*E. R. & D. C. Kolp v. Wm. P. Brazer.* Court of Civil Appeals of Texas. 161 S. W. 899.

**Freight—Alteration of Bill of Lading.**—If a B/L, when signed by the consignor, was not indorsed "charges guaranteed" but was afterwards altered by adding such words, it would not bind the consignor. While a consignor is ordinarily liable for the freight charges, if the owner is the real consignor, and the person making the shipment, to the carrier's knowledge, only acts as the consignor's agent, the owner, and not his agent, is liable for the freight charges.—*C. R. I. & G. Ry. Co. v. Floyd.* Court of Civil Appeals of Texas. 161 S. W. 954.

**Advances and Crop Mortgage.**—A clause in a mortgage by which it was agreed that the crops made by the mortgagor should be shipped to the mortgagees, who should sell them, applying the proceeds first to the interest, and then to the principal of the debt, did not prevent the mortgagees from advancing to the mortgagor, at his request, sums to aid him in making a crop, and thus to enable him to carry out, instead of disregarding, the letter and spirit of the contract.—*M. T. Zayas v. Lothrop, Luce & Co.* Supreme Court of the United States. 34 Sup. Ct. Rep. 108.

**Warehousemen.**—Where a warehouse company refused to deliver wheat to the holder of the warehouse receipts, who had sent them to the warehouseman, because labor liens had been filed against the wheat, and thereafter the only valid lien was satisfied and the company notified of such satisfaction, it was its duty, upon request, to either ship the wheat or return the warehouse receipts, and, having failed to do either, it was liable for the value of the wheat.—*Northwestern Grain Co. v. Kerr-Gifford Warehouse Co.* Supreme Court of Washington. 136 Pac. 1154.

## Chicago Grain Men Called in Rebate Inquiry.

The W. H. Merritt Co. and the B. A. Eckhart Milling Co. were called before a federal grand jury at Chicago Jan. 21 to explain several transactions with the Pittsburgh, Fort Wayne & Chicago Ry. and the P., C. & St. L. Ry., respectively. Federal investigators charge the grain men with accepting rebates.

The Eckhart Company in 1896, when it located on the Pan Handle, entered into a perpetual contract with the road by which it was to refund the switching charge on two cars of grain switched into the mill for every car of mill products shipped out. This was for the purpose of putting the mill on the basis of equality with its competitors. The freight officials of the railroad promised to publish this switching agreement in the railroad's tariffs but never did.

The Merritt Company is accused of conspiring with the Pennsylvania Lines to obtain the payment of refunding claims ten years old, along with payments for recent shipments.

## Calendars Received.

Meech & Stoddard, Middletown, Conn., are sending out calendars having weather forecasts for each month of the year covering the entire country.

The E. L. Welch Co. has used Hortense Brucker's painting entitled "From the Garden of Love" for their art calendar this year. The painting shows a lady with auburn tresses gazing pensively at a rose. It is a beautiful piece of work and something that every grain man should be glad to hang in his office.

SENATOR CUMMINS discussed his Anti-option bill, which provides a 10% penalty for all short sales, with a number of grain men at Des Moines, Ia., Jan. 5. The grain men vigorously protested against the bill.

## Supply Trade

**Chicago Callers.**—Miss J. L. Lyman, Younglove Const. Co., Sioux City, Iowa; A. D. Peters, Traffic Mgr., M. C. Peters Mill Co., Omaha.

**Lincoln, Nebr.**—G. H. Birchard, the elevator builder and constructor, is spending a short vacation in Europe, visiting London, Paris and Italy.

**Sioux City, Ia.**—Younglove Const. Co. has opened construction offices at Great Falls, Mont., and Grandin, N. D., and has discontinued the one at Harlowton, Mont.

**Wichita, Kans.**—The P. H. Pelkey Const. Co. is sending to the trade an attractive wall calendar illustrating several of the recent elevators built by it and the line of equipment it handles.

**Kansas City, Mo.**—Geo. J. Weber, for many years president of the one-time Weber Gas Engine Co., died in this city recently. Mr. Weber was the patentee of a large number of improvements along gas engine lines.

**St. Louis, Mo.**—The Cleveland-Akron Bag Co., incorporated under the laws of the state of Ohio, has filed with the Secretary of State of Missouri, a statement showing that about \$15,000 of the capital will be used in that state.

**Indianapolis, Ind.**—At the annual entertainment of the employees of the Indianapolis Bemis Bag Co., the premium distribution of 2% to 20% of the annual wages, according to length of service, was made. Each employee, in addition, received a small present.

**Silver Creek, N. Y.**—The Invincible Grain Cleaner Co. has recently entered the grain drier field and made arrangements for the manufacture and sale of the Rolf wheat drier and the Dennis corn drier. The company reports a very satisfactory increase in volume of business done during the past year.

**Chicago, Ill.**—Hess Warming & Ventilating Co. reports a very satisfactory demand for its new original Brown-Duvel Moisture Tester (glass flasks). Among recent sales are those to the Cincinnati Chamber of Commerce; Shearer & Shearer, Cullom, Ill.; J. Roach & Son, Plainfield, Ill.; Farmers Grain & Lbr. Co., Carroll, Ia.; Davenport Elevator Co., Davenport, Ia.; Hamman Bros., Milmine, Ill.

"What's the good of unknown good?" said a man who has become wealthy through advertising. The inventor or manufacturer of the best product of its kind in existence might starve in the midst of plenty if only he and his friends knew of its superiority. Your product does not even exist to the man who hasn't heard of it. And to the man who has merely heard of it and has not been educated as to its points of superiority, it is only one of many which, so far as he knows, are as good or better. So it follows that the sales of any product will be in direct proportion to the number of people, among possible buyers, who are properly informed about it. It is extravagant to educate 50,000 readers of a publication which has only 1,000 readers who can use your goods. And it's as needless as it is extravagant, because, in the case of a technical product or one whose principal appeal is to dealers, there are one or more papers which are made for and circulate only in the very "trade" you want to reach.



## Insurance Notes.

The California legislature recently enacted a workingmen's compensation law to take the place of the old law. The new act increases the compensation about 20%.

Wisconsin employers have paid out \$396,354 to injured workmen during the two years the workmen's compensation law has been in effect, and probably paid 50% more under the medical relief provision of the law.

The New York workmen's compensation law recently enacted is the most stringent of all the state laws. It provides compensation one-third higher, on an average, than that provided by the Illinois law. It becomes effective July 1.

The proceedings of the eighteenth annual convention of the National Ass'n of Mutual Insurance Companies, held at Indianapolis, Ind., Sept. 16 to 19, 1913, have been published in a 184-page pamphlet just issued by the ass'n. This pamphlet contains the address delivered by J. C. Adderly, sec'y, Millers Mutual Casualty Co., Chicago, entitled "Co-operation as Needed and Practiced by the Mutual Casualty Companies." J. J. Fitzgerald, Northwestern Manager, Grain Dealers Fire Insurance Co., Sioux Falls, S. D., read a very able paper on "The Co-operative Work of the Flour Mill and Elevator Field Men." Among the grain dealers mutual insurance men in attendance were J. W. McCord, sec'y, Ohio Grain Dealers Mutual, Columbus, O.; C. A. McCotter, sec'y, Grain Dealers National Mutual, Indianapolis, Ind.; C. R. McCotter, Grain Dealers National Mutual, Kansas City, Mo.; G. A. McKinney, sec'y, Millers Mutual Fire Ass'n of Ill., Alton, Ill.

## Annual Statement of the Grain Dealers Mutual.

The eleventh annual statement of the Grain Dealers National Mutual Fire Insurance Co. for the last calendar year shows the company to have written a larger volume of insurance than ever and to be in a stronger position financially than at any time in its history. Its policy-holders are co-operating more willingly and more actively in reducing fire hazards about their elevators than ever before, and this hearty co-operation is naturally causing a marked reduction in the cost of elevator insurance.

The annual report of Secretary C. A. McCotter shows that the company started 1914 with assets aggregating over \$2,000,000, of which \$333,288 were cash assets made up of \$119,644 in bonds, \$122,925 in mortgages, \$40,979 cash in banks, \$5,387 accrued interest, \$6,350 uncollected premiums and \$3,001 uncollected assessments. It held in reserve for the payment of taxes \$3,940 and reserved for reinsurance \$113,298. The amount of insurance in force was \$16,269,851; the net losses paid during 1913 aggregated \$116,090. At its meeting in Indianapolis January 21st all of the old officers were re-elected.

BOHEMIA in 1913 produced 16,635,608 bus. of wheat, 36,735,006 bus. of rye, 30,383,677 bus. of barley and 65,818,878 bus. of oats, nearly equal to the 1912 crop, according to John L. Bouchal, American vice-consul. The yield per acre was: wheat 30 bus., rye 28.57, barley 38.58, and oats 53.43; compared with the average yields in the United States as follows: wheat 16.5 bus., rye 16.2, barley 23.8, and oats 29.2 bus.

## Millers National Insurance Co.'s Annual Report.

The annual report of the Millers National Insurance Co. issued Jan. 24 shows the following condition at the close of 1913: Assets, \$2,014,232.21; Liabilities, \$839,037.41; Cash surplus, \$1,175,194.80; Income during year, \$969,815.59; Expenses during year, \$280,440.12; Losses paid, \$586,684.66; Risks in force Dec. 31, 1913, \$92,335,255.08; Risks in force Dec. 31, 1912, \$78,188,435.89; Gain during year, \$14,146,819.19.

The company settled 66 losses of over \$2,500 each and 1007 losses of under \$2,500 each. At the end of the year there were 151 losses amounting to \$46,261.60 unadjusted and unpaid.

Of the total insurance in force at the

close of the year \$34,296,265.76 was upon flour mills, elevators and contents, against \$34,486,925.75 on such risks a year ago, the increase in the volume of business being upon general business, which totaled \$58,038,989.32, against \$43,701,510.14 a year ago.

## TRI-STATE MUTUAL Grain Dealers Fire Ins. Co.

of  
Luverne, Minnesota

Percentage of Premiums Returned Since  
Organization

1903.....	.96 per cent
1904.....	.42 per cent
1905.....	.26 per cent
1906.....	.83 per cent
1907.....	.85 per cent
1908.....	.61 per cent
1909.....	.5 per cent
1910.....	.72 per cent
1911.....	.35 per cent
1912.....	.60 per cent
1913.....	.35 per cent

E. A. BROWN, Pres. E. H. MORELAND, Sec.  
V. E. BUTLER, V.-P. B. P. ST. JOHN, Treas.

**GALVANIZED CORRUGATED**  
Steel Siding, Roofing, Fireproof Window Frames, Sashes, &c



**THE SYKES COMPANY, Chicago, Ill.**  
Sheet Metal Contractors, Makers of Fireproof Windows. Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.

INCORPORATED 1877

## The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents  
of same at Cost.

Insurance in Force \$18,433,615.45. Cash surplus \$473,253.91.

GEO. POSTEL, President

G. A. MCKINNEY, Secretary

HOME OFFICE: Alton, Illinois.

WESTERN DEPARTMENT: Mr. Rollie Watson, Mgr., 402 Sedgwick Bldg., WICHITA, KANSAS

## SAFETY FIRST

MEANS

Sound limbs and health, a steady job and prosperity,  
and is practical

## FIRE PREVENTION

Our Motto has always been

**"SAFETY AND SERVICE"**

Millers National Insurance Co., Chicago, Ill.  
Western Millers Mutual Fire Ins. Co., Kansas City, Mo.  
Ohio Millers Mutual Fire Insurance Co., Canton, Ohio  
Pennsylvania Millers Mut. Fire Ins. Co., Wilkes Barre, Pa.  
Mill Owners Mutual Fire Insurance Co., Des Moines, Ia.  
The Millers Mutual Fire Insurance Co., Harrisburg, Pa.  
Texas Millers Mutual Fire Insurance Co., Ft. Worth, Tex.  
Michigan Millers Mutual Fire Ins. Co., Lansing, Mich.  
Grain Dealers National Mut. Fire Ins. Co., Indianapolis, Ind.

Our Mutual Fire Prevention Bureau at Oxford, Mich., can help you.



## Feedstuffs

The Virginia Alfalfa Corporation, High Gate, Va., plans to build an alfalfa mill.

The Drovers Feed Co., Kansas City, Mo., was recently incorporated for \$4,000 by L. J. Husted, S. E. Chaney, and Lincoln Stark.

Wm. P. Brazier of Philadelphia has recovered judgment against E. R. & D. C. Kolp of Fort Worth for the brokerage commission on 202 cars of bran at \$2 per car sold thru Louis J. Jones, manager for Kolp at the St. Louis office.

The U. S. Feed Co., Memphis, Tenn., has leased the feed mills, elevator and warehouses of the Aunt Patsy Feed Co., and will manufacture mixed feeds. The company is also a member of the Memphis Merchants Exchange and does a regular commission business.

Francis Duhne, Jr., Milwaukee, has been granted a new trial in his suit against John C. Hattendorf to recover damages for failure to deliver 2,300 tons of brewers' grains. The jury on the first trial had awarded Mr. Duhne nominal damages only.

The Excello Feed Milling Co., St. Joseph, Mo., filed a complaint Jan. 7 with the Interstate Commerce Commission against the Northern Pacific and Chicago, Burlington & Quincy Railroads, alleging that it had been overcharged on shipments of alfalfa hay from Montana points to St. Joseph.

The Colorado Alfalfa Milling Co., which now owns the largest alfalfa mill in the world, plans to build a still larger mill at Twin Falls, Ida., according to H. Casaday of Boulder, Colo., its vice-pres. and general manager. The mill building will be 400 ft. long and the plant will have a milling capacity of 10 tons per hour. Mr. Casaday is said to have built the first alfalfa meal mill in America.

The Golden Grain Milling Co.'s \$100,000 plant at East St. Louis, Ill., was placed in operation Jan. 7. Construction work was completed 40 days after ground was broken; and the machinery was installed in a week. The plant occupies four acres, has storage capacity for 1,000 tons of molasses, 150 cars of alfalfa hay and 50,000 bus. of grain, and has an output of 40 carloads of alfalfa meal per day.

The feed control departments of Kansas, Oklahoma, Arkansas, and Texas have agreed to accept the following feed labels: Mill run bran will hereafter be known and labeled as "wheat mixed food and screenings." All other feeds containing screenings are to be labeled "..... and Screenings (Not to exceed 8% screenings)." Scourings or dust collector stock from scourers may be included in bran, standard, brown or white shorts, or wheat mixed feed and screenings, so long as the scourings have a feeding value. All sand, dirt, or other substances without feeding value must be eliminated from the screenings and scourings. If screenings are not added but the feed contains scourings or dust collector stock from scourers, it must be labeled as follows: "..... and Scourings (Not to exceed 8% scourings)." Where the feed contains neither screenings nor scourings, it should be so la-

beled, as for example "Pure Wheat Bran." Where the words "screenings" or "scourings" appear on the brand or label, they must be in the same size and face of type as the rest of the label.

### Dried Brewers' Yeast a Valuable Feedstuff.

A large excess of yeast is produced in the manufacture of beer, in Germany alone this excess amounting to 68,600 tons yearly. At one time the brewers were able to sell part of this yeast to bakeries; but on account of the superiority of compressed yeast for baking purposes they have been forced out of this market.

The yeast mixed in with brewers' grains, is usually sold to nearby farmers as a hog food. It spoils very rapidly and will not stand transportation. In order to make it a marketable commodity, German scientists have developed a yeast-drying apparatus which has proved entirely successful. In 1910 five yeast-drying plants were in operation; in 1913, there were 26. Feeding tests of the dried yeast indicate that live stock thrives on it. The yeast has a protein content of 55%, of which 88% is digestible. This shows that the new commodity ranks high as a concentrated feed.

Having turned a practically waste product into a valuable feed, the scientists went a step further; and by extracting the hop resin from the yeast they have removed the bitter taste and have made the yeast an article fit for human consumption. This food yeast is wholesome and easily digested. It can be used largely to take the place of meat, as 1 lb. of food yeast has a nutritive value equivalent to 3.3 lbs. of moderately fat beef. Under present conditions German breweries could produce yearly enough excess yeast to produce 13,750 tons of food yeast.

A NEW marketing agency for farm products will be established by the government, if the bill introduced in Congress Jan. 19 by Senator Borah is passed.

REBATES or cuts on commissions are against the rules of every board of trade. Some commission firms offer rebates. The shipper should be careful of these firms. If they are dishonest with their fellow merchants, they will be dishonest with you.—Picker & Beardsley Commission Co.

## Books Received

**HOW TO RUN A STORE AT A PROFIT** contains the methods by which 62 retailers sold more goods at less expense. Cloth binding, 128 pages; A. W. Shaw Co., Chicago, Ill.

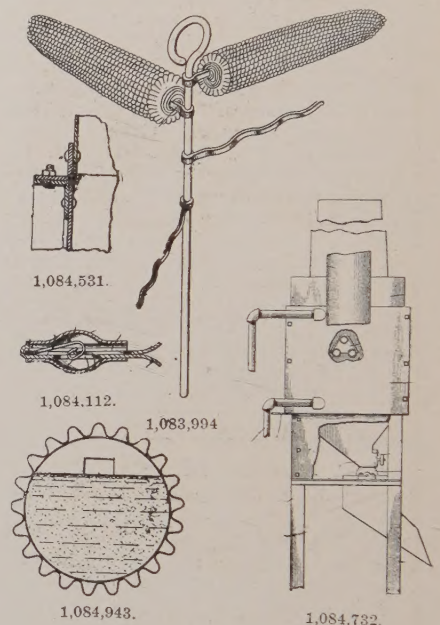
**ANNUAL REPORT ALBERTA DEPT. OF AGRICULTURE** contains the reports of the various branches of the Department, statistical information about Alberta's agriculture, and the proceedings of the various breeding assns. Paper covers, 329 pages; Duncan Marshall, Minister of Agriculture, Edmonton, Alta.

**SHRINKAGE OF CORN IN TRANSIT**, by J. W. T. Duvel and Laurel Duval, of the Office of Grain Standardization, contains the results of experiments begun in 1910 on shrinkage in transit. In 12 cars of 17.63% corn shipped from Baltimore to Chicago and return, the average shrinkage in weight was .33%, compared with .41% shrinkage in similar corn held on track at Baltimore during the 26 days the other cars were in transit. Bulletin 48, 21 pp., U. S. Dept. of Agriculture, Washington, D. C.

## Patents Granted

**Seed Corn Hanger.** No. 1,083,994. (See cut.) John Darnieder, Nevada, Ia. A hanger rod supports a number of corrugated iron corn-holders which have one end bent into an eye of slightly larger diameter than that of the rod to permit them to slide up and down the rod.

**Malt Process.** No. 1,084,943. (See cut.) John von der Kammer, Berlin, Germany, assignor to Bertha von der Kammer, Chicago, Ill. The grain in a drum is moistened with a nourishing solution and left to grow after discharging the solution, the outside air being excluded. Moistening is repeated until the growth is completed and the grain is converted into a state of mealiness.



**Car Seal.** No. 1,084,112. (See cut.) Harry R. Romberger, Greenwood, Miss. The base of this seal has an elongated longitudinal slot and a locking strip having a similar slot near its free end. A wire-locking member is provided with a double hook at one end and is firmly anchored to the base at the other end. A metal casing about the locking member is indented to allow play of the double hook.

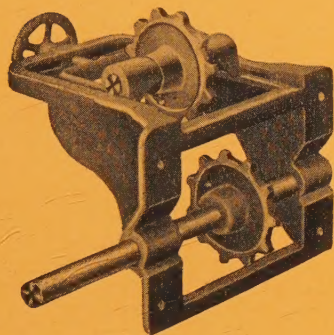
**Joint for Grain Bins.** No. 1,084,531. (See cut.) John R. Boardman, Oklahoma, Okla. In connection with a bin made up of a series of rings, one placed above the other, two angle plates are provided at each joint, one secured to the lower ring and the other to the upper ring. The angle plates are bolted together and the adjoining surfaces are covered with a plastic filling. In the rear of the angle plates the edges of the rings overlap, and the plastic filling is also applied at this point.

**Grain Drier.** No. 1,084,732. (See cut.) Lee Jackson Dennis, Memphis, Tenn. Grain entering at the top of the heating chamber is compelled to take a zigzag course by an arrangement of heating pipes and deflecting plates, and to run in thin streams. Openings in the inner wall of the chamber are partly covered by the downward inclined deflecting plates and permit the escape of moisture thru numerous vents and gateways to the outer wall, as fast as collected under inverted V-shaped troughs extending from one end wall to another of the chamber. The end walls have triangular openings as outlets for the troughs.

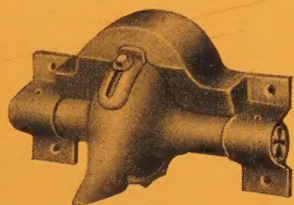


# Sidney Chain Drag Feeders

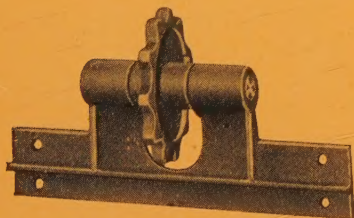
## Parts of Sidney Chain Drag Feeders



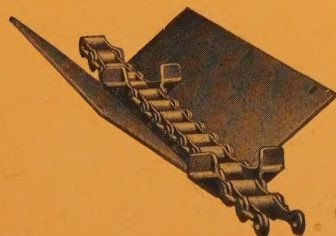
Cast Head with tightener sprocket, shafts and bearings.



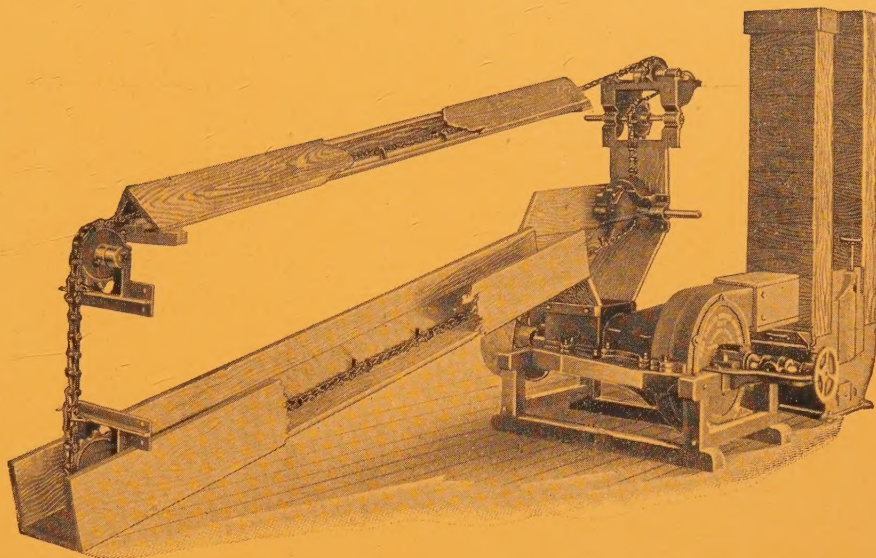
Cast Adjustable Rake-off, with sprocket, shaft and bearings.



Cast End with sprocket, shaft and bearings.



Cast Iron Lining used in bottom of drag box.



THE only satisfactory way to convey ear corn from your dump or crib to your corn sheller or elevator is to install a Sidney Chain Drag Feeder. Our drag will also convey wheat, oats and other small grains. No waste or mixing of grains, as the chain fits perfectly in the cast iron lining.

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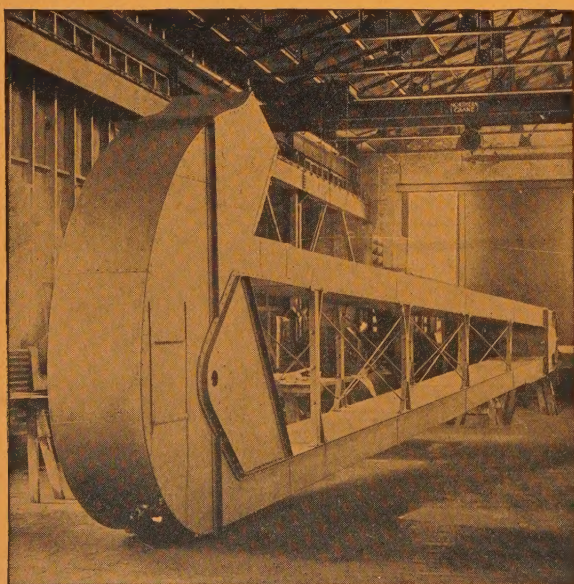
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